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DECEMBER 14, 1929.

Vol. CXI.



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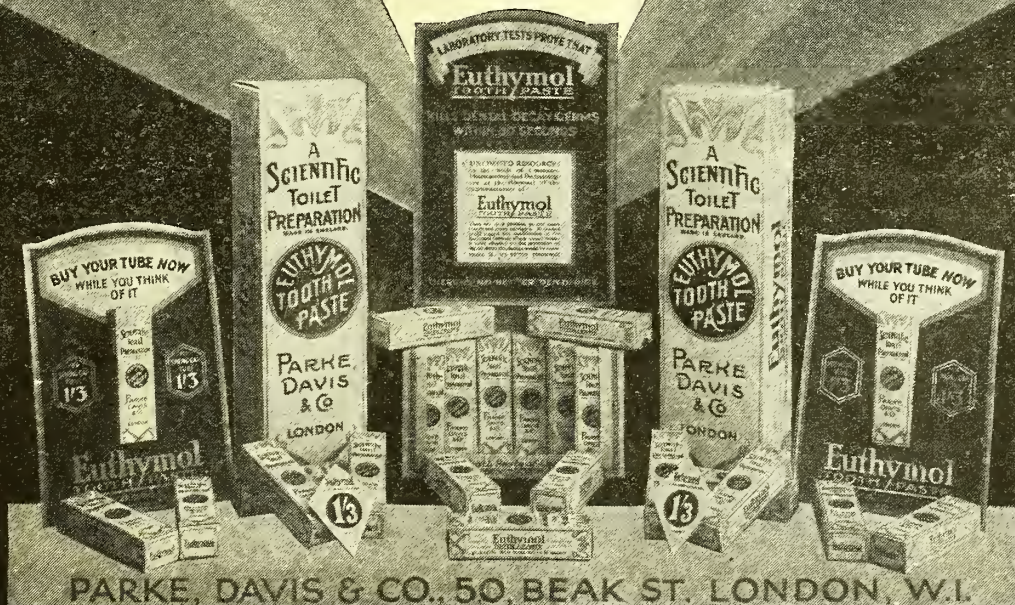
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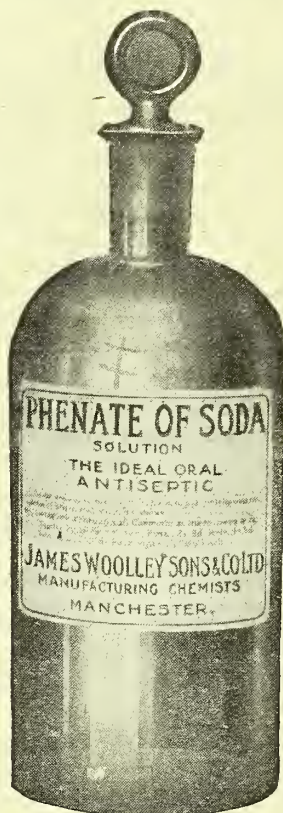
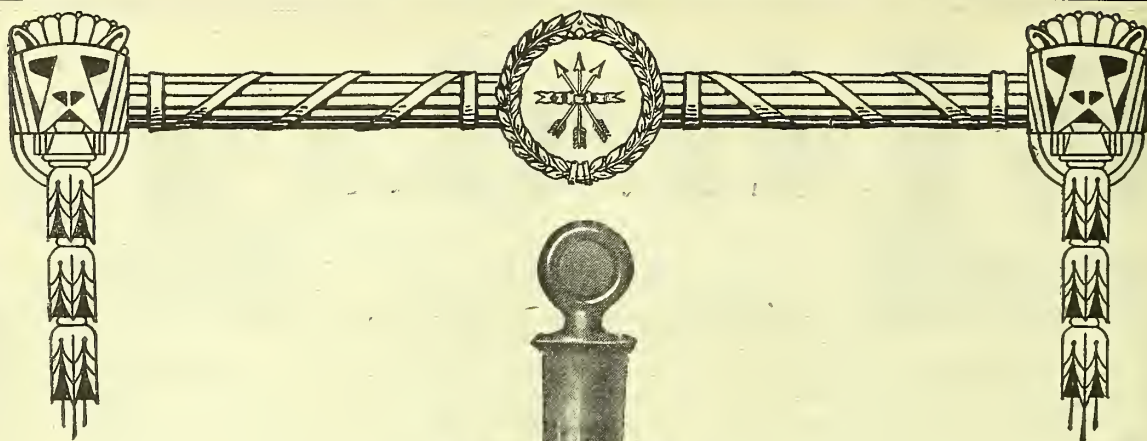
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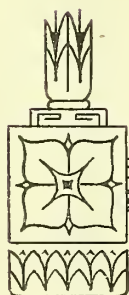
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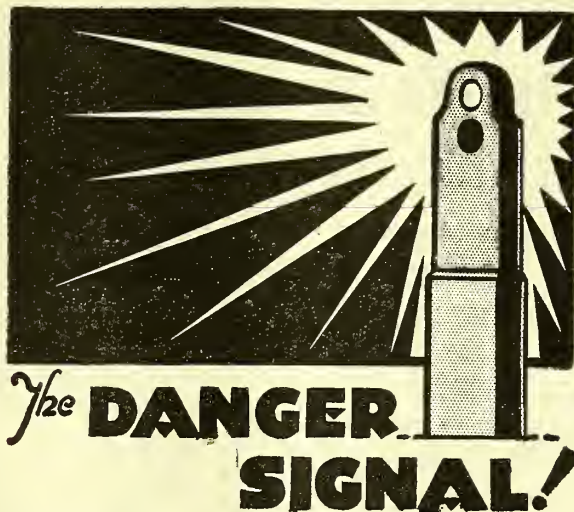
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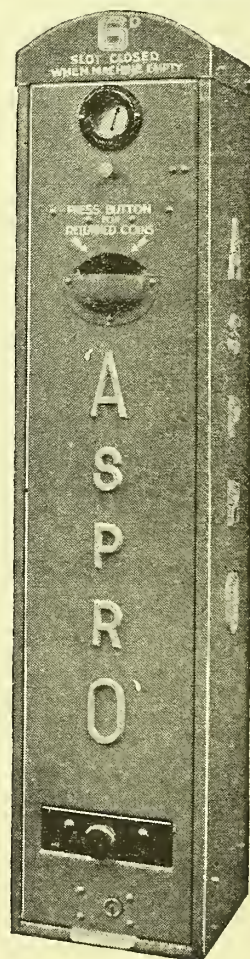
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For the treatment of

SEVERE ANAEMIAS

Prepared by a special process evolved at Evans' Biological Institute and concentrated so that a 4 oz. bottle contains the equivalent of 64 ozs. of fresh liver. Hepatex is a liquid extract, which form is now recognised as being the most convenient for oral administration. Pleasantly flavoured, it can be taken

undiluted, or if preferred, in soup or similar vehicle. The equivalent of 2 ozs. of fresh liver is contained in one drachm of Hepatex, and therefore the 4 oz. bottle is sufficient for eight days' treatment. Reports of Clinical trials in all parts of the country, without exception, confirm its therapeutic value.

Price per 4 oz. bottle

12/-

subject

EVANS SONS LESCHER & WEBB, LTD.

LIVERPOOL DUBLIN LONDON


Boxes light and
dainty, harmless
to contents,
sturdy, and yet
inexpensive,
help to sell the
choicest creams.
That explains
the success of

Aluminium boxes

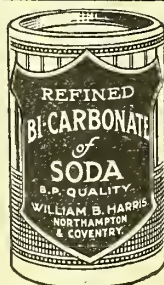
C. & D. 14.12.29. THE BRITISH ALUMINIUM CO., LTD., Aluminium Producers, Adelaide House, London. E.C.4



Aluminium Boxes by Messrs. John Dale Mfg. Co., Ltd.



**ROBINSON'S of
CHESTERFIELD**
for
**CARDBOARD
BOXES**
ROUND • OVAL • SQUARE • FOLDING
ROBINSON & SONS LTD
CHESTERFIELD & LONDON



BEADED BOXES

The boxes illustrated above are finding increasing favour amongst chemists. They are dust-proof and air-tight and of a very attractive appearance.

Fitted with a flanged metal lid which is easily lifted out they form a very useful container.

Blank panel on reverse side for printing in Customer's name and address.

ROBINSON & SONS, Ltd.

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING
CARDBOARD BOXES.

CHESTERFIELD

*Have a "Pinch"
with me—*

**"Dispello"
CATARRH
SNUFF**

**The
Waistcoat
Pocket
as a
Salesman !**

At the present time when head-colds are rife, everyone is a purchaser of "Dispello" Catarrh Snuff. Some Chemist is supplying the demand. **Is it you?**

Try the **"Have a Pinch"** idea, by putting in a full-dress window display. Then give one of the little envelopes (containing sufficient "Dispello" for a generous sniff) to every person who enters the pharmacy—including the Commercials, if you like. Keep the non-sift box of "Dispello" in your waistcoat pocket—tell your assistants to do the same—and offer a pinch to everyone who has Catarrh or a "Sniffy Cold": if he hasn't now he will have sooner or later.

"DISPELLO" CATARRH SNUFF is compounded from Oils of Eucalyptus and Pine, Terebene, Bismuth-Oxynit, Boric Acid and Menthol, and is made in the Laboratories of

AYRTON'S OF LIVERPOOL

FREE SAMPLES

The little envelope shown in the corner contains a generous sniff. Free samples equal to the quantity of your order are sent with goods and window display is provided on request.

Per dozen	...	...	...	4/6
6 dozen	...	...	at	4/3
Gross lots	...	...	at	4/-

*1-dozen box (to show display outer)
will be sent post free for 4/6.*

*Have a "Pinch"
with me—*
**"DISPELLO"
CATARRH SNUFF**

Ayrton, Saunders & Co. Ltd.
LIVERPOOL
ENGLAND

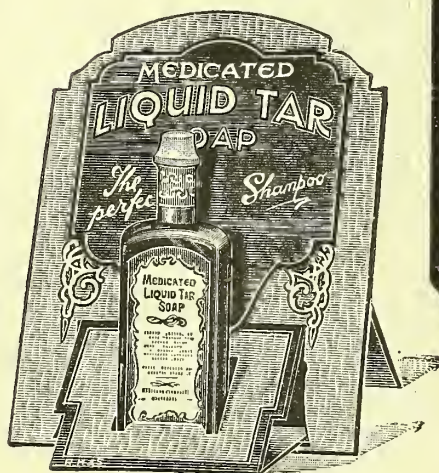
HOVENDEN'S
PINE TAR WET SHAMPOO
 (MEDICATED)

The only one of
 its kind on the
 market

**Absolutely
 no
 Sediment**

No. 4755 10/6 doz.

Name
 and address free
 for 6 doz. orders



No. 4755.

Display showcard supplied free

R. HOVENDEN & SONS, LTD.

LONDON : 29-33 Berners Street, W.1 and 89-95 City Road, E.C.1

Telephone : Museum 2810 (4 lines) 7553 (3 lines)

Telephone : Clerkenwell 7601 (3 lines)

VAPEX
CURES COLDS

Believes atarrh

Prever Flu

Put a drop on your Handkerchief

Where there are crowds there are germs

Breathe the Germ Killing Vapour

A FINAL REMINDER

There are now only a few days left in which you will be able to take advantage of the "VAPEX" Bonus Terms. Tuesday, 31st December, is the last day on which orders can be executed on these special terms.

Please send in your order NOW before you forget!

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Liverpool

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

D/506

COPYRIGHT



GUARANTEED PURE ENGLISH PEPPERMINT OIL

Grown & Distilled from Mitcham Plants

By

Chivers & Sons Ltd.,
Histon, Cambridge, England.

SAMPLE AND QUOTATION ON REQUEST FROM THE SOLE SELLING AGENTS
BRUCE STARKE & CO., 16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3

?

**HAVE YOU GOT YOUR
COPIES OF**

***"The Helpful Calvert
Family"***

A new Kiddies' Book issued by
Calverts. This book is being offered
free, "through your usual chemist."
The advertising has already started.

IF NOT, WRITE AT ONCE TO—

F. C. CALVERT & Co. Ltd.
MANCHESTER

TO WISH YOU A
HAPPY CHRISTMAS
AND FOR THE
NEW YEAR
THAT MEASURE OF
HEALTH, HAPPINESS
AND
PROSPERITY

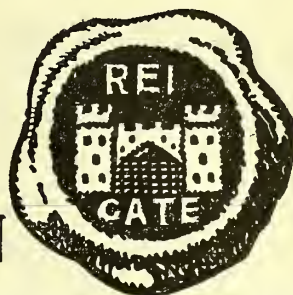
WE HOPE TO GATHER TO
OURSELVES

"NEWBERYS"
(F. NEWBERY & SONS LTD.)

CHARTERHOUSE SQUARE

LONDON, E.C.1
CARDIFF CRICHTON PLACE LIVERPOOL COLLEGE LANE

OIL of LEMON
SOLUBLE OIL of LEMON
TERPENELESS OIL of LEMON
SESQUITERPENELESS OIL of LEMON



The high standard of **QUALITY** invariably maintained by each of these Lemon products is such as to ensure true **ECONOMY** in use—as well as the maximum of effectiveness for its individual purpose. Therefore, *if it's Lemon, ask*

White, Tomkins & Courage Ltd.

Telephone : Reigate 480

Telegrams : Esswhite, Reigate.

REIGATE, Surrey.

MYSORE GOVERNMENT
SANDALWOOD OIL

DISTILLED FROM SANTALUM ALBUM, LINN.

This Mark is the



GUARANTEE

Trade Commissioner for Mysore in London
Grand Buildings, Trafalgar Square, LONDON, W.C.2

Telephone : Gerrard 4412.

DEARBORN (1923) LTD.

37 Gray's Inn Road, London, W.C.1

Telephone: HOLBORN 9669

Toilet Specialties.

	Price per doz. to Retailer	Selling Price P.A.T.A.
PILENTA SOAP	10/-	1/-
A complexion soap.		
PROLACTUM	10/-	1/-
For the lips.		
PARSIDIUM JELLY	10/-	1/-
For wrinkles.		
ALLACITE OF ORANGE BLOSSOM	22/6	2/6
A dressing cream.		
BORANIUM	22/6	2/6
A hair tonic.		
CLEMINITE	22/6	2/6
For a facelotion.		
COLLIANDUM (Powder & Solide.)	22/6	2/6
For a face tint.		
PERGOL	22/6	2/6
A deodorant.		
TEKKO PASTE	22/6	2/6
Camphor cream.		
STALLAX	13/6	1/6
For a shampoo.		
JETTALINE	22/6	2/6
For clearing the skin.		
PHEMINOL	31/6	3/6
A depilatory.		
MENNALINE	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX	18/-	2/-
A face cream.		
STYMOL	31/6	3/6
For oily complexions and blackheads.		
SILMERINE	36/-	4/-
Hair-curling fluid.		
BARSYDE	22/6	2/6
Dandruff eradicator.		
TAMMALITE	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM	22/6	2/6
For whitening the hands.		
COCONOIDS	31/6	3/6
For figure development.		
SIPOLITE	18/-	2/-
A new depilatory.		

The Products of

Messrs. PARKER, BELMONT & CO.

CLYNOL BERRIES	36/-	4/-
For obesity.		
SOFT PALERIUM	45/-	5/-
For wrinkles.		
LIQUID NAIL POLISH	10/-	1/-
Brilliant and lasting.		

Stocked by ALL Wholesale Houses.

FOREIGN AND COLONIAL DEPÔTS AND AGENCIES.

South Africa: LENNON, LTD., Cape Town, etc.
SIVE BROS., & KARNOVSKY, LTD., Johannesburg.
India: FRAMJEE & SON, Bombay.
A. L. CHOUDRY, Calcutta.
New Zealand: HARLAND & CO., Auckland and Wellington.
Irish Free State: MAY, ROBERTS & CO., LTD., Dublin.

Look to your ANZORA stocks



for Christmas trade

As we shall be closing down from TUESDAY, 24th DECEMBER, UNTIL MONDAY MORNING 30th DECEMBER, we would advise our customers to review their stocks and order fresh supplies as quickly as possible to avoid disappointment.

TRADE
TERMS:

12/- doz.
Retail at 18/-
20/- doz.
Retail at 30/-

A supply of
Attractive Show-
cards and Cut-
outs for Window
Display sent post
free.

ANZORA

Masters the Hair!

ANZORA CREAM for greasy scalps
will not soil hat linings or pillows.

ANZORA VIOLA for dry scalps
contains a little oil of violets.

If unobtainable from your Wholesaler,
write direct to—

Anzora Perfumery Co., Ltd.,
London, N.W.6

For thinning hair

Recommend Rowland's Macassar Oil, the favourite of 136 years. It keeps the hair healthy, and staves off greyness and baldness.



Rowland's
Macassar Oil

RETAIL

3/6, 7/- & 10/6

P.A.T.A.

Red for
dark hair
Golden
for fair or
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1
RM2T

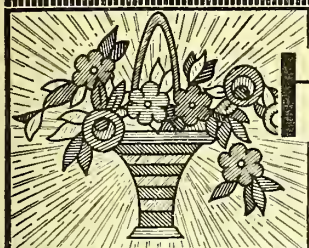


A
KEEN
BLADE
AT A
KEEN
PRICE

The Blade that SELLS as it SHAVES—
"LIKE GREASED LIGHTNING!"

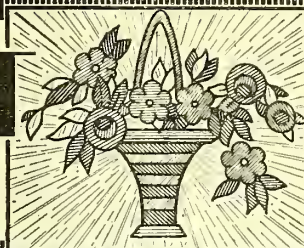
Obtainable from all Leading Wholesalers.

Dept. C.D. "Wanle" Distributors:
c/o ROEBUCK'S ADVERTISING SERVICE
Salisbury Square House, Salisbury Sq., Fleet St., London, E.C.4



HOUBIGANT

PARIS
The leading Perfumer
Established 1775



XMAS TRADE

Send for our Supplementary List of Perfumes, &c.
Suitable for Christmas Gifts.

BOIS DORMANT (1929 Creation)	13/6, 26/-, 48/-
AU MATIN - - - - -	12/-, 23/-, 46/-, 90/-
QUELQUES FLEURS - - -	21/-, 42/-, 82/-
LA BELLE SAISON - - -	50/-
SUBTILITÉ - - - - -	21/-, 42/-
LE TEMPS DES LILAS - -	18/-, 36/6
IDEAL - - - - -	20/-, 40/-, 75/-

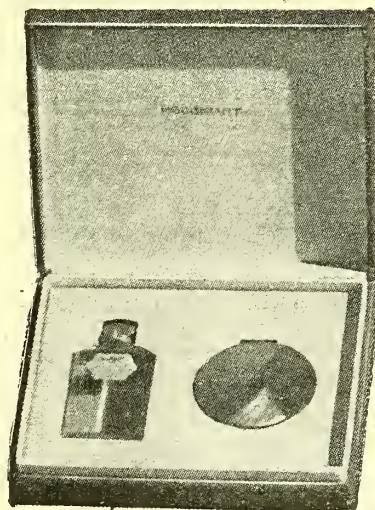
In cut-glass flacons contained in silk-lined cases.

Smaller sizes from 5/6.

SPECIAL GIFT SETS

(as illustrated), in Suede—silk-lined.

	<i>Retail Prices</i>
PERFUME and COMPACT POWDER	16/-
PERFUME, COMPACT POWDER and	
LIPSTICK - - - - -	18/-
PERFUME and VANITY CASE - -	18/-
PERFUME and COMPACT - - -	8/6
(All in "Quelques Fleurs" Perfume)	
"AU MATIN" GIFT SET - - -	26/3



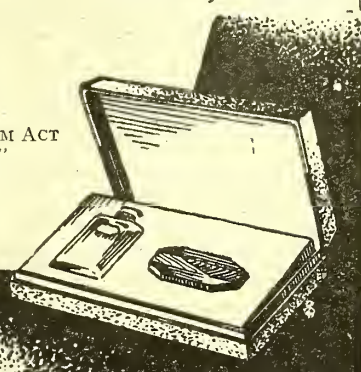
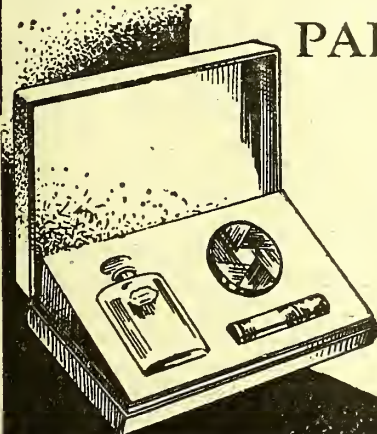
PARFUMERIES DE PARIS, Ltd.

LONDON

:: W.3 ::

Telephone:
CHISWICK 1525.

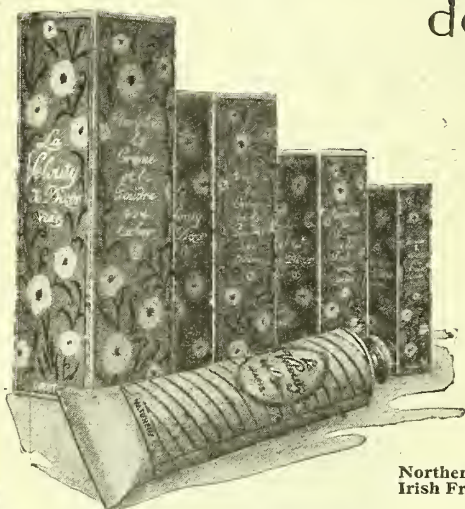
Telegrams:
"PARIPARFUM ACT
LONDON."



The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES:—Full size pot	- 21/- doz.	RETAIL 2/9
Super tube	- 22/- "	" 3/-
Large tube	- 14/- "	" 2/-
Medium tube	- 7/- "	" 1/-
Handbag tube	- 3/- "	" 6d.

Made in four shades:

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents

DEBACQ & HARROP,

68 Newman Street, Oxford Street, London, W.1.

Sole Distributors for

Northern Ireland: **ROBERT MAYRS & CO.,** 43 Chichester Street, BELFAST
Irish Free State: **MAY ROBERTS & CO. LTD.,** Grand Canal Quay, DUBLIN

Nuctone

*Order through your usual
wholesaler, or from*

J. C. GAMBLES & CO. LTD.
211 BLACKFRIARS ROAD,
LONDON, E.C.1

FOR GREY HAIR —

NUCTONE ECLAIRE, ECLAIRE CONCENTRE
NUCTONE AND NUCTONE CONCENTRE

Manufactured by

**STEWART, GOODALL
& DUNLOP, LIMITED,**
4 DERING STREET,
LONDON, W.1

MASQUE ROUGE THE PERFUME THAT PRODUCES PROFIT

PARFUMS MARCEL GUERLAIN LTD.
Regent Arcade House, 252-260 Regent St., LONDON, W.1

TATCHO Sample Size 6^D

THE
HAIR RESTORER

PROMOTES, PRODUCES,
BEAUTIFIES THE HAIR

6 Bottles in Case for
Counter Display,
4/- PER DOZ.

1/3 size .. 12/6 per doz.
2/9 size .. 26/- per doz.

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

Sunshine Remedies

INCLUDING THE NOW FAMOUS

ANTI-ACID TABLETS, "TOXINICON" for Rheumatic diseases
GOLDEN-RAY SHAVING SOAP The only Soap with antiseptic Vaseline
centre
SOLEIL D'OR PERFUME & TOILET PREPARATIONS

London Chemists are invited to send their "Sun Ray"
patients to our private rooms. Trained Staff in attendance
ASK FOR DETAILS.

Write for Descriptive Catalogue,
Sunshine Remedies, Ltd.
8 West Halkin Street, S.W.1
Telephone: Sloan 4133.



Make two profits instead
of one !

Whenever you are asked for a tin of "White Cross" Baby Powder with its 40% protected profit, it will need little, if any, effort to sell a tablet of "White Cross" Baby Soap also—two sales with two profits at the trouble of one.

Cussons'

WHITE CROSS

BABY POWDER AND BABY SOAP

are both supreme in their own way, and we will send any pharmacist a full size package of each on request so that he can form his own opinion.

RETAIL.—Powder, 10½d.; Soap, 1/6 per box of 3 tablets.

TRADE.—Powder, 6/- doz.; Soap, 11/6 per doz. boxes.

Cussons

KERSAL VALE, MANCHESTER

SPHERE SUPERB POWDER PUFF

A new Puff made of Sylkie-down Velour. The pile on this beautiful puff is produced in such a way as to retain just sufficient powder to enable the user to apply it smoothly and evenly, without streaks, as is the case with coarser materials.

Supplied in assorted colours and sizes.

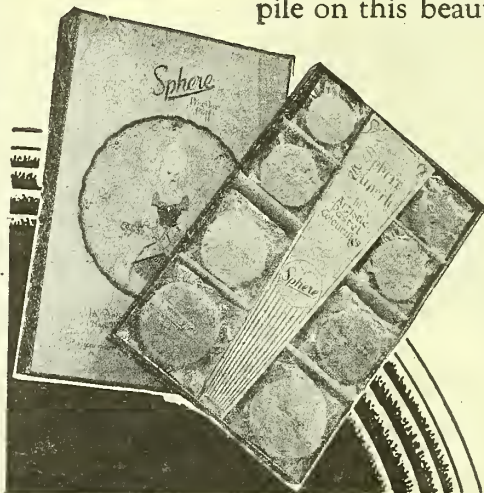
ATTRACTIVE DISPLAY BOX.

No. PF 50 as illustrated, 2 doz.
in a box ... **7/6** per box.

Assorted Six Puffs each 2", 2½", 2¾",
and 3¼" to the box.

Wholesale only.

FAIRE BROS. & Co., Ltd., Leicester.



POUDRE NILDÉ

Change of Address:

Nildé (Paris) Agency Ltd.
of Regent Street, London

ARE OPENING Offices
and Showrooms for

TRADE, EXPORT & ADVERTISING

AT

**258 EUSTON ROAD
LONDON, N.W.1**

Sole Distributors for the U.K.:

Messrs. SANGERS Ltd.
258 EUSTON ROAD, N.W.1

**HONEST "FACE" VALUE THAT
MAKES SHAVING A PLEASURE AND
INCREASES SALES & PROFITS !!!**

OBTAINABLE OF ALL WHOLESALE HOUSES

SHEFFIELD
STEEL,

"AMO"

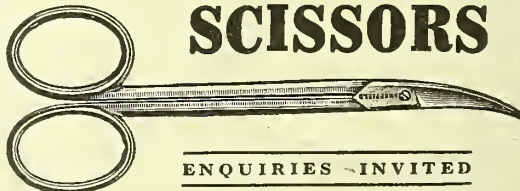
GILLETTE
TYPE

SAFETY RAZOR BLADES

**SEND FOR FREE TESTING SAMPLE
AND ILLUSTRATED CATALOGUE**

Phone Av. 8846

L. FRANKENBERG, 125 Houndsditch, London, E.C.3



SCISSORS

ENQUIRIES INVITED

GILL, HERBERT & CO., Ltd.
CUTLERY MANUFACTURERS,
Wheeldon Street, -SHEFFIELD

17 $\frac{1}{2}$ %**EXTRA
DISCOUNT***on***FAST
SELLING
TOKALON
LINES***for***XMAS
1929****WRITE
NOW FOR
DETAILS**

TOKALON XMAS BONUS OFFER

CLOSING DATE DEC. 21ST 1929

WRITE NOW

for folder giving full details of this Christmas Bonus Offer which shows **extra profit** on cash invested of
OVER 13% EXTRA ON STANDARD PARCEL No. 1
OVER 17 $\frac{1}{2}$ % EXTRA ON STANDARD PARCEL No. 2
containing Poudre Tokalon and Crème Tokalon.

Only a few days left. Do not miss this Bonus.

TOKALON LIMITED

**212-214 Great Portland Street,
London, W.1**

These Xmas Gifts make profitable trade

**Give
PRETTY
HANDS
for
Christmas**



Give your friends pretty hands this Christmas . . . give them shining nails and lovely half-moons and smooth soft cuticles: give them fingers that are white and soft and fragrant: give them one of the dainty Amami Manicure Sets. Still another thing about these Amami Almond Oil Manicure Sets . . . they're so inexpensive that you can afford to give yourself one for Christmas as well.

**Everything for
your finger tips**

The 3/6 size Amami Manicure Set contains large bottles of cuticle remover and Nail Polish . . . an Amami Nail Stone and a large tube of Smoother Hand Cream. Tubes of cuticle cream and Nail White are also packed in every set. The 1/9 set contains smaller sizes of all the above-mentioned preparations except the nail varnish.

**AMAMI
MANICURE
SETS**

This advertisement appeared in Friday's "Daily Mail"

Amami Almond Oil Manicure Sets cost you 14/- and 21/- a dozen—and retail at 1/9 and 3/6 each. Handsome profits and little trouble. Order now if you'd get the trade.

**Give
PRETTY
HANDS
this Xmas**



Give your friends pretty hands this Christmas . . . give them shining nails and lovely half-moons and smooth soft cuticles: give them fingers that are white and soft and fragrant: give them one of the dainty Amami Manicure Sets. Still another thing about these Amami Almond Oil Manicure Sets . . . they're so inexpensive that you can afford to give yourself one for Christmas as well.

**AMAMI
MANICURE SETS** **1/9 & 3/6**

This advertisement appeared in Friday's "Daily Mirror"

REPRODUCTIONS of Friday's "Daily Mail" and "Daily Mirror" advertisements of Amami Manicure Sets are shown on this page. Further advertising is appearing in the popular weeklies. These Almond Oil Manicure Sets, attractively presented, low in price, are 'sell themselves' Christmas lines that will bring you good profits with little trouble.

RICHARD & CONSTANCE (MFG.) LTD., 11 BROAD STREET, W.C.2



NATIONAL ADVERTISING FOR COSCUTIS

The new range of

COSCUTIS

Beauty Specialities has the sales support of the National Advertising Campaign which includes :—

*The Daily Mail,
The Daily Mirror,
The Daily Sketch,
Modern Home,
Home Chat, etc.*

Coscutis Preparations have also special features which recommend them to modern women. These features are peculiar only to Coscutis, and are very strong selling points.

Now is the time to stock. Coscutis is the new name amongst Beauty Preparations that is being associated with speciality and quality products. You will always have reason to be pleased and satisfied that you were a Coscutis retailer from the start.

P.A.T.A. Terms 33 $\frac{1}{3}$ %



COSCUTIS

COSCUTIS SPECIALITIES

- Coscutis Vanishing Cream.** The perfect Day Cream. Tubes 6d. Jars 1/3 and 2/6.
- Coscutis Cleaning and Massage Cream.** A Turkish Bath in a Tube. Tubes 1/3 and 2/6.
- Coscutis Cream Complexion Soap.** The Aristocrat of the Bathroom. 8d. per single tablet. 1/8 per box of three tablets.
- Coscutis Velvet Skin Lotion.** Protective and refreshing. 1/3 per bottle.
- Coscutis Bath Cubes.** Luxuriously scented and invigorating. Box of 4 cubes 7½d.
- Coscutis Powder.** Subtly perfumed and just the right texture. 1/9 per large box. 1/- per dainty sifter box with puff.

Direct from the Coscutis Co. Ltd., or from any of the following wholesale houses :—

- SANGER'S
BUTLER & CRISPE'S
MAY ROBERTS & Co., Ltd.
FRANCIS NEWBERY & SONS, Ltd.
BARCLAY'S
EDWARDS', WM., & SONS
JOHN THOMPSON (Liverpool)
JOHN HEYWOOD
MEMMOTT'S (Leeds)
SUTTON'S, COCKBURN'S,

And all other Wholesalers and Sundriesmen.

THE COSCUTIS Co. Ltd., 30/34 New Bridge Street
London, E.C.4





The biggest
Bonus
 on
RAZOR BLADES

Six boxes for the price of five!
 Every sixth box extra profit.
 Think how this great December
 offer is going to help your
 turnover.

Every man knows the "Souplex"
 blade and for this reason it is a
 ready seller.

Send off your order to-day.

On all quantities of 10 boxes or
 over there is 20% bonus on top
 of your usual profits.

*Orders must be
 placed during
 Decemberto
 obtain this
 handsome Bonus*



Souplex Ltd., Morecambe



THE
Sorbo
 TRADE MARK
SPONGE

Provides the luxury of a sponge
 which is really hygienic, soft,
 free from grit, and durable.
 Acknowledged to be the best
 and most absorbent Rubber
Sponge in the World.



IT NEVER CRUMBLES

Also

SORBELLE

SORBELLE is the newer Sorbo
 range of Sponges, having all the
 Sorbo consistency and softness, but
 is offered at prices to meet foreign
 competition. Sorbelle, although
 offered at low prices, is nevertheless
 a GENUINE SORBO PRODUCT.

Sole
 Manufacturers:

SORBO RUBBER-SPONGE PRODUCTS LTD.
SORBO WORKS, WOKING, SURREY.

Phone: Woking 966.

Grams: "SORBO, Woking."

YE OLDE POTTE POURRI

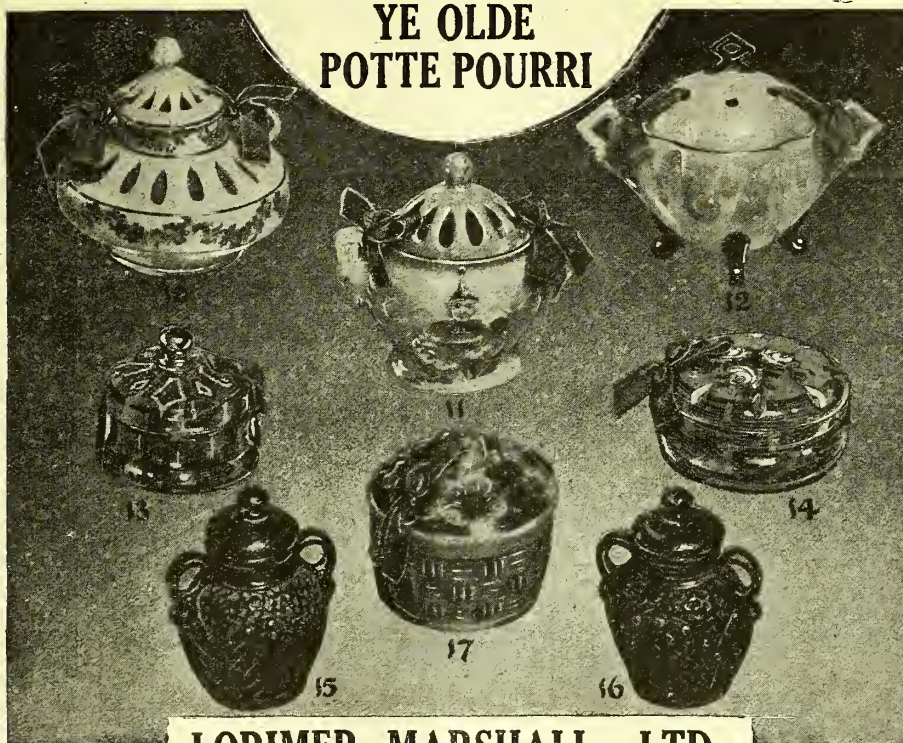
No. 10
21/- doz.

No. 11
15/- doz.

No. 12
24/- doz.

No. 13
21/6 doz.

In
single
outers.



No. 14
21/6 doz.

No. 15
12/- doz.

No. 16
12/- doz.

No. 17
21/- doz

In
single
outers.

LORIMER-MARSHALL, LTD.

12 TOWER HILL, LONDON, E.C.3.

Telephone : NEW CROSS 2119.

200 YEARS' EXPERIENCE
behind RODGERS Blades

RODGERS have given Britain the lead in Razor Blade quality as in all other cutlery.

Write for full details of the Blade that is "kept best by test."

JOSEPH RODGERS & SONS, Ltd., 6 Norfolk Street, Sheffield
Cutlery to His Majesty.

Every dog-owner will wish to read this leaflet

FREE How to Condition your dog for Winter

BOB MARTIN

DOG owners who read these leaflets become regular and intelligent users of dog medicines.

Mr. G. Booker, M.P.S., of Doncaster, wrote: "We are pleased to say that the counter slips are responsible for a LARGE INCREASE in our Bob Martin SALES."

ON receipt of a postcard we will be pleased to send you a Display Container holding 150 leaflets, together with a small window bill or any other display material (showcards or display screens) which you would like to have.

BOB MARTIN, LTD.,
Dog Medicine Manufacturers since 1892,
Southport, Lanes.

The sales of Bob Martin's Tasteless Condition Powders are twice as great as the sales of any other dog medicine.



Sheer Merit
is selling
This Blade.

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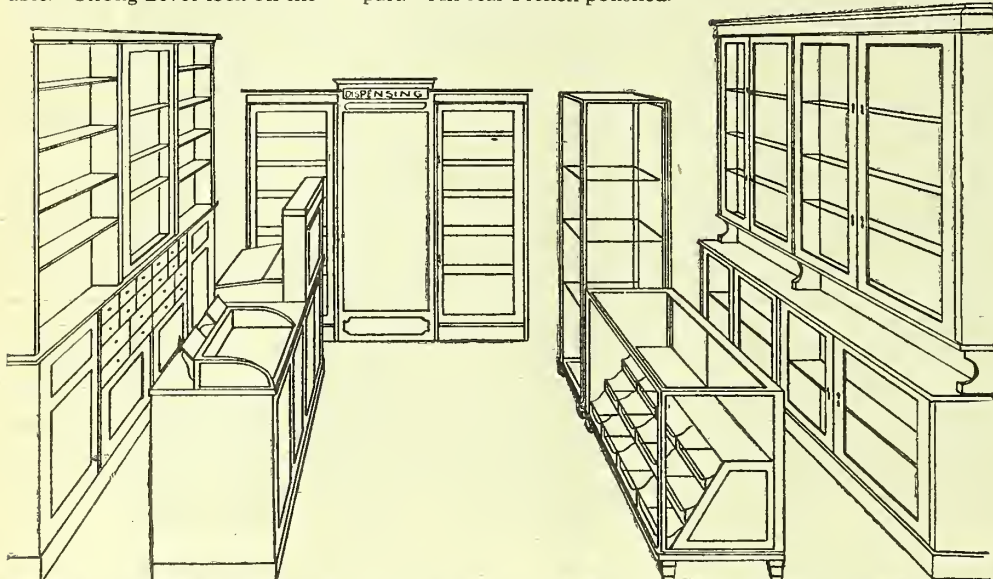
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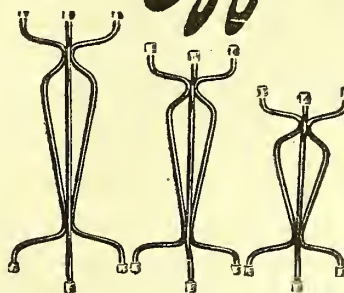
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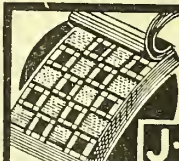
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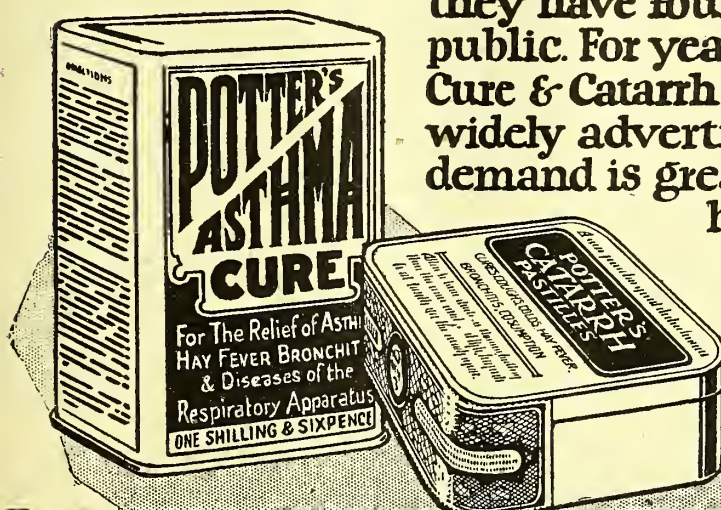
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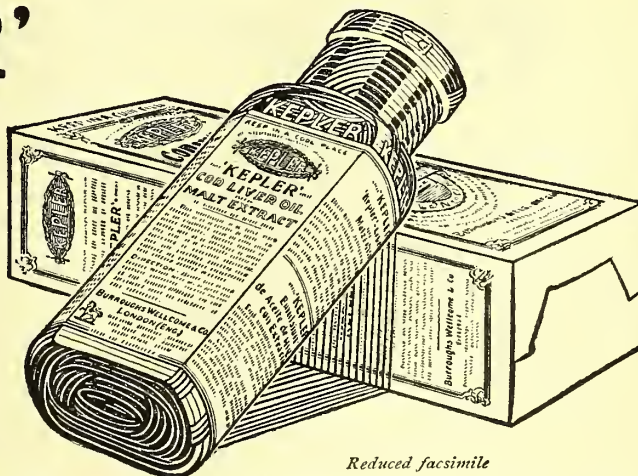
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Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, December 18

Guild of Public Pharmacists. Lecture and demonstration, illustrated by lantern slides, at 8 p.m., on "Soap Bubbles," by Mr. A. S. C. Lawrence, at 17 Bloomsbury Square, London, W.C.1.

Pharmaceutical Society of Great Britain, North British Branch. Second evening meeting of the session at 36 York Place, Edinburgh, at 8 p.m. (1) "Santonin from Scottish *Artemisia*," by James Coutts, Ph.C.; (2) "Note on Morphine Derivatives: Esters and Ethers," by Dr. J. Tait; (3) "Some Notes on Ephedrine Alkaloids," from the laboratories of T. & H. Smith, Ltd.

Thursday, December 19

Aberdeen School of Pharmacy Social Circle. Social evening. All former students invited.

Wednesday, December 25

Dundee Technical College, School of Pharmacy. Second annual reunion and supper, Royal Hotel, Dundee, at 8 p.m. All former students invited to attend.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

A Question of Salary

At a meeting of Swansea Higher Education Committee, on December 2, the director of education said he had a letter from the secretary of the Pharmaceutical Society with regard to the salary paid to the head of the pharmacy department at the Swansea Technical College, in which the Education Committee of the Society urged that the salary should not be less than £500 per annum. The letter stated that the Committee would have seriously to consider recommending to the Council of the Society that the payment of this salary shall be a condition of recognition of the department for the purpose of the Qualifying examination. The director explained that he had forwarded the whole of the correspondence to the Board of Education, which had informed him that no other society sought to prescribe the terms on which its members should engage in the work of the teaching profession, and if such a policy had been adopted local educational authorities would have been reluctant to develop the provision of professional courses in their colleges. The Board reminded the Education Committee of the Society that the maintenance of a pharmaceutical department was at least of as much advantage to the society as to the general public; and if the Society took the course suggested the result would be, as far as the Board was concerned, that facilities for instruction would be discontinued, as it had no intention of aiding facilities for the payment of a salary of £500 per annum, which was above the level of the Burnham report agreement. In the discussion which followed one member urged that the letter was a "deliberate attempt to browbeat them" into paying the salary.—The secretary of the Pharmaceutical Society, in a letter dated December 7, announced the withdrawal of the Society's recognition of the College after July 1930.

General Medical Council

The final minutes of the General Medical Council's session on November 30 state that the name of Mr. John Joseph Macabe, M.B., B.Ch., registered at an address in Chorlton-on-Medlock, was directed to be erased from the Register.

The registrar of the Council has issued a letter calling attention to an office edition of the Medical Register published at 7s. 6d., post free if ordered, with remittance, before December 31, and to the corresponding edition of the Dentists' Register published on similar conditions at 4s. post free.

Inquests

An inquest was held at Romford, on December 6, on the body of an unnamed woman who died after taking an overdose of quinine. Dr. P. Davidson, Chadwell Heath, said the deceased admitted to him that she had taken 8d. worth of quinine. The quantity taken by deceased was about an ounce. He had expressed the opinion pretty strongly that chemists should not be allowed to sell such large quantities over the counter. The coroner pointed out that there was no restriction on the sale of quinine by chemists. Dr. Davidson agreed, but was strongly of the opinion that the quantities to be taken for legitimate purposes should be clearly stated on the label. He was also of opinion that there were many things displayed in chemists' windows which should not be there. The witness added that it would probably have a good effect if the jury were to recommend to the right quarter that quinine should only be sold with a label prescribing the dose for ordinary legitimate purposes. It was not usual for quinine to be bought as a powder for colds and such ailments. There was no doubt that certain chemists derived incomes from displaying pills and correctives, and if these were withdrawn from the public's hands a good deal of this kind of thing would cease. The jury made the recommendation suggested.

Liverpool

The British Drug Houses, Ltd., will shortly open a depot in Lord Nelson Street.

The forthcoming children's party under the auspices of the Liverpool Chemists' Association will be held on January 22, not as previously announced.

Manchester

A successful whist drive was held by the Manchester, Salford and District Pharmacy Club recently; about fifty members were present. The winners were as follows:—*Ladies*.—Mrs. Hyde, Mrs. Walters and Miss Diggles; *Gentlemen*.—Mr. Shaw, Mr. Wignall and Mr. Mainwaring. Prizes were given by S. Guest & Co., Ltd., and Genatosan, Ltd.

On December 6 the staff of James Woolley, Sons & Co., Ltd., held their forty-fourth annual dinner. Guests to the number of 160 were present, including Mrs. James Woolley (chairman of the company) and all the directors. After dinner in the large dining hall of the Grand Hotel, a silver tray was presented to Mr. George Stephen Woolley as a gift from the staff on the occasion of his forthcoming marriage on December 17, and presents of gold cigarette cases were given by the directors and staff to Mr. P. H. Gregory and Mr. E. D. Mitchell, who have just retired from the service of the company. A smoking concert followed simultaneously with dancing.

Miscellaneous

FIRE.—Following an explosion, an outbreak of fire occurred on December 7 at the chemical works of John Riley & Sons, Ltd., Hapton, Burnley, and considerable damage was caused before the flames were extinguished.

IN THE COURTS.—In Whitechapel County Court, London, on December 4, the claim of Elizabeth Brunt, New Romney, against Ascotts Pharmacies, Ltd., London, N.W., in respect of the death of her husband while an assistant in the respondent's employ, was settled by the acceptance of the applicant's guardian of the sum of £125. Mr. H. Glyn-Jones, barrister, appeared for the respondents.—At Dolgelly Petty Sessions, recently, David R. Broncho, Cardiff, was fined 50s. for having sold dutiable medicines at a local fair unstamped and without being licensed.—At Cambridge, recently, Mr. A. Mason, Norfolk Street, was fined 10s. for having sold sweet spirit of nitre deficient in ethyl nitrite to the extent of 42.76 per cent.—At North London Police Court, on December 11, Charles N. Martin (36), waiter, of no fixed abode, was remanded on a charge of stealing goods value 7s. 6d. from the shop of Mr. F. E. Pullen, chemist and druggist, Crouch Hill, N.4. It was stated that while the manager's back was turned he took bottles of scent.

Scottish News

Malt Extract Regulations

The Agricultural Produce (Grading and Marking) (Malt Flour and Malt Extract) (Scotland) Regulations, 1929, dated November 13, have been issued (S.R. & O., 1929, No. 1010/S. 70, price 3d.) by the Stationery Office. The Regulations are in most respects on lines parallel with those of the corresponding regulations for England and Wales summarised in the *C. & D.*, November 9, p. 545. The chief differences are the use of the words "All-Scottish (Pharmaceutical) Malt Extract," or "All-Scottish (Veterinary) Malt Extract," according to grade, and the adoption of a designation mark containing a silhouette map of Scotland, a thistle and the words "Produce of Scotland."

Brevities

The first cargo of sugar from the Fiji Islands has been delivered at a Greenock refinery.

Mr. James Anderson, chemist and druggist, and Mrs. Anderson, Dundee, recently celebrated their golden wedding, having been married on December 8, 1879. Mr. Anderson came to Dundee from Avonbridge, Stirlingshire, some sixty years ago, and studied chemistry under his elder brother, Mr. A. B. Anderson, who had four chemists' shops in the city. Mr. James Anderson started business for himself in Hilltown, and later opened premises in Commercial Street, where he has since carried on business. He has as his partner a nephew, Mr. Alexander Robertson.

Irish News

Pharmaceutical Society of Ireland

The latest dates for making application for the January examinations are: Preliminary, Thursday, December 19; Registered Druggist, Tuesday, December 24; Licence, Wednesday, December 25; Pharmaceutical Assistant, Monday, December 30.

Brevities

Mr. James Madill, R.D., Ballymena, has been elected president of the Ballymena and District Homing Pigeon Society.

At an inquest on the body of James O'Grady, Crusheen, Ennis, a verdict of "Death due to heart failure following on the swallowing of sheep dip" was returned.

The tenders of P. J. Fielding, chemists, for the supply of medicines, and that of Barry & Egan, in respect of surgical appliances, have been accepted by the South Charitable Infirmary, Cork.

At Carrickfergus Petty Sessions, on December 3, the adjourned case against Frederick McCormack, who was charged with fraudulently attempting to obtain drugs from W. J. Henning, chemists, Whitehead, with a false prescription, came up. The police asked to be allowed to withdraw the case, and the application was granted.

Pharmaceutical Society of Northern Ireland

Examination Results

EXAMINATIONS under Schedule 2, Part IV (Parts I and II) of the Pharmacy and Poisons Act (Northern Ireland), 1925, were held in the Municipal College of Technology, Belfast, on December 2-5 inclusive. The following candidates, having passed in all the necessary subjects, are recommended for the Preliminary Scientific certificate and the certificate of Pharmaceutical Chemist respectively:—

Under Schedule 2, Part IV (Part I)—Preliminary Scientific.—H. Donaghey, B. Flatley, Lavinia Forrest, J. W. Gilchrist, Wm. J. Heatherington, M. D. Moore, L. Murray, Agnes J. P. McBride.

Under Schedule 2, Part IV (Part II)—Final Qualifying Examination.—Richard Green, Gertrude Kelly, James P. Millar.

The following candidates are referred in the subjects specified and may complete at one subsequent examination:—

Under Schedule 2, Part IV (Part I)—Preliminary Scientific.—(Botany and chemistry), E. C. Carson, J. C. Connell, Charles M'Lean, R. J. Picken; (botany and physics), T. A. Kane; (physics), Annie F. E. Kirk; (chemistry), W. J. Linehan; (botany), R. G. Pring, J. B. Thompson.

Under Schedule 2, Part IV (Part II)—Final Qualifying Examination.—(Pharmacognosy), W. J. Thornton.

Examinations under Schedule 2, Parts I, II and III of the Pharmacy and Poisons Act (Northern Ireland), 1925, were held in the Municipal College of Technology, Belfast, on December 2-5, inclusive. The following candidates, having passed in all the necessary subjects, are recommended for the certificate of Pharmaceutical Chemist:—

Under Schedule 2, Part III.—R. S. Anderson, H. Connolly, G. Faulkner, A. M. Gamble, J. J. M'Clean, J. A. M'Michael, T. H. Richardson.

Under Schedule 2, Part II.—H. V. Campbell, F. L. Curry.

Under Schedule 2, Part I.—S. Bolton, Kathleen C. Cole, T. W. Currie, T. S. Hart, S. Miller, C. Williamson.

The following candidates are referred in the subjects specified, and may complete at a subsequent examination:—

Under Schedule 2, Part II.—

J. Dougherty (pharmacy and pharmacognosy); J. L. Fullerton (Pharmacognosy); F. Robson (pharmacognosy and botany); J. Simpson (pharmacognosy and botany).

Under Schedule 2, Part I.—Elizabeth J. Ardis, D. Baxter (botany and chemistry); E. Boyd (chemistry).

Christmas Holidays

We have ascertained that the following wholesale houses will close at the times mentioned:—

Tuesday evening, December 24, to Friday morning, December 27

Allen & Hanburys, Ltd., Bethnal Green, E.2. 4 p.m.
(Urgent orders can be executed at 7 Vere Street, W.1. Mayfair 2216.)

Allen, Stafford, & Sons, Ltd., Cowper Street, E.C.2.

Baiss Brothers & Co., Ltd., Bermondsey, S.E.1. 1 p.m.

Bell, John, Hills & Lucas, Ltd., Tower Bridge Road, S.E.1.

Bell, John, & Croyden, Ltd., Lawrence Road, N.1 (and Savory & Moore).

Bourjois, A., et Cie, Ltd., 4 Water Lane, E.C.4. (also December 28).

British Drug Houses, The, Ltd., Graham Street, N.1.

Brooks & Warburton, Ltd., 232-240 Vauxhall Bridge Road, S.W.1 (also December 28 for stocktaking).

Burgoyne, Burbidges & Co., Ltd., East Ham, E.6. 1 p.m.

Burroughs Wellcome & Co., Snow Hill Buildings, E.C.1.

Butler & Crispe, 80-82 Clerkenwell Road, E.C.1.

Carnegie Bros., Essex Road, N.1. 1 p.m.

Curling, George, Wyman & Co., Bunhill Row, E.C.1.

Edwards, W., & Sons, Nile Street, City Road, N.1. 1 p.m.

Eno, J. C., Ltd., 160 Piccadilly, W.1.

Evans Sons Lescher & Webb, Ltd., Bartholomew Close, E.C.1.

Ford, T. H., Ltd., Well Street, E.C.1. 12.30 p.m.

Harker, C. R., Stagg & Morgan, Ltd., Emmott Street, E.1. 1 p.m.

Heward, R. H., & Co., Twickenham.

Hewlett, C. J., & Son, Ltd., Charlotte Street, E.C.2 (also December 27-30 for stocktaking, urgent orders only executed).

Hodgkinson, Thomas, Prestons & King, 262 Bishopsgate, E.C.2. 12 mid-day.

Hoffmann-La Roche Chemical Works, Ltd., 51 Bowes Road, N.13.

Horner, L. A., & Sons, Ltd., South Tenter Street, E.1. 1 p.m.

Howards & Sons, Ltd., Ilford (also December 31 for stock-taking).

May, Roberts & Co., Ltd., Clerkenwell Road, E.C.1.

Meggesson & Co., Ltd., New Church Street, S.E.16. 12 mid-day.

Morson, Thomas, & Son, Ltd., Gray's Inn Road, W.C. 12 mid-day (works and warehouse until January 1).

Napp, H. R., Ltd., Clement's Inn, W.C.2. 1 p.m.
(Urgent orders can be executed by Rouse & Co., Ltd., 12 Wigmore Street, W.1, and by Mr. W. Brooke, 19 Gloucester Road, S.W.7.)

Newbery, Francis, & Sons, Ltd., Charterhouse Square, E.C.1.

Oppenheimer, Son & Co., Ltd., Queen Victoria Street, E.C.4. 1 p.m.

Parke, Davis & Co., Beak Street, W.1.

Sangers, 258 Euston Road, N.W.1. 3.30 p.m.

Smith, T. & H., Ltd., Christopher Street, E.C.2 (also January 1).

Sparks, White & Co., Ltd., Tenter Street, E.1.

Stevenson, H. E., & Co., Great Suffolk Street, S.E.1.

Tompkins, James, Ltd., City Road, E.C.1. 1 p.m.

Toogood, William, Ltd., Southwark Street, S.E.1 (also December 30-31, for stocktaking).

Willows, Francis, Butler & Thompson, Ltd., Shacklwell Lane, E.8.

Woolley, James, Sons & Co., Ltd., Manchester (also January 1).

Wright, Layman & Umney, Ltd., 44-50 Southwark Street, S.E.1 (also December 30-31, for stocktaking).

The offices of THE CHEMIST AND DRUGGIST will be closed on December 25 and December 26.

Tuesday (1 p.m.), December 24, to Friday (1 p.m.), December 27.

Christy, Thomas, & Co., Old Swan Lane, E.C.4.

Tuesday evening, December 24, to Saturday morning, December 28.

Britton, Malcolm & Waymark, Ltd., Southwark Bridge Road, S.E.1.

Burge, Warren & Ridgley, Ltd., Great Saffron Hill, E.C.1.

Potter & Clarke, Ltd., Artillery Lane, E.1.

Reuter, R. J., Co., Ltd., Carter Lane, E.C.4 (also December 30 and 31, for stocktaking).

Tuesday evening, December 24, to Monday morning, December 30.

Davenport, J. T., Ltd., Union Street, S.E.1.

Dearborn, Ltd., Gray's Inn Road, W.C.1.

Goodall, Backhouse & Co., Southwark Street, S.E.1.

Macfarlan, J. F., & Co., 32 Bethnal Green Road, E.1.

Tyrer, Thomas, & Co., Ltd., Stratford, E.15.

Viscose Development Co., Ltd., Woldham Road, Bromley, Kent. 1 p.m.

Wilcox, Jozeau & Co. (Foreign Chemists), Ltd., 15 Great St. Andrew Street, W.C.2.

Winchester Manufacturing Co., Ltd., 21 The Square, Isleworth. 1 p.m.

Tuesday evening, December 24, to Tuesday morning, December 31.

Berton, Arthur, Ltd., 256-260 Old Street, E.C.1.

Retail Pharmacists' Union

Motto Competition

THE Committee appointed to adjudicate in the Motto Competition held by the Retail Pharmacists' Union in connection with the recent Pharmacy Week has selected the following mottoes as the prize-winners:—

(1) "The Door to Health," submitted by T. J. Peacock, 51 Prince's Avenue, Hull.

(2) "We Must 'Take Pains.'" submitted by Arthur Newton, 3 Barkly Avenue, Beeston, Leeds.

(3) "Tell Your Chemist About It," submitted by Mrs. M. Jackson, L.L.A., 460 Chester Road, Erdington, Birmingham.

One prize of £5:—"We Dispense With Knowledge—You Cannot," submitted by F. A. Richardson, 281 Westbourne Avenue, Hull.

Branch Meetings

Ipswich.—A meeting of the Ipswich and East Suffolk Branch was held on December 5, Mr. S. J. Stearn in the chair. Arrangements for Christmas closing were discussed, and an agreement was reached to close for three days, with attendance for medicines. Consideration of the co-operative advertising question was deferred to a later date. It was suggested that the retail qualified chemists should produce and nationally advertise a tonic tablet, the sale of which should be confined to themselves.

Business Changes

MR. C. P. CLAYTON, chemist and druggist, will open a pharmacy at Balby Bridge, St. Sepulchre Gate, Doncaster.

W. H. DIXON & SONS, LTD., chemists, have acquired the business of the late Mr. W. E. White, Ph.C., High Street, Cuckfield, as from December 2.

SHEFFIELD PHARMACIES, LTD., have taken over the business of Miss L. H. Southworth, chemist and druggist, 98 Fitzwilliam Road, Rotherham.

MR. SIDNEY CALVERT, chemist and druggist, has acquired the business of Mr. H. Hopkinson, chemist and druggist, 44-45 High Street, Grantham.

MR. V. HYDE, chemist and druggist, has taken over the business of Mr. F. D. Finn, chemist and druggist, at 91 High Street, Wandsworth, London, S.W.18, as from December 5.

Westminster Wisdom

Notes on Parliamentary Matters

CHIROPODY BILL

A Bill to provide for the registration of chiropodists and to regulate the practice of chiropody has been introduced in the House of Lords by Viscount Novar. The Bill, which consists of twenty clauses and a schedule, proposes the setting up of a board, on the lines of the Dental Board, to regulate chiropody in Great Britain. A fee of £5 is to be payable for registration, with an annual fee of £3 for renewal of each certificate. Unregistered persons describing themselves, directly or by implication, as registered, will be liable to a fine not exceeding £50 for a first offence and £100 for every subsequent offence. The board may remove names from the register in default of payment of fees, or on conviction of infamous or disgraceful conduct in a professional respect.

POOR-LAW PHARMACISTS

Mr. W. Bennett asked the Minister of Health, on December 5, if he was aware that whilst some pharmacists in the Poor Law service are principal officers, yet the pharmacist in a Poor Law infirmary is only a subordinate officer, owing to an article included in the orders issued for the separation of Poor Law infirmaries from workhouse management; and if he will take steps, in view of the responsibilities and necessary qualifications of these officers, to restore them to the position of principal officers?

Mr. Greenwood: A few of the earlier special orders governing the management of particular Poor Law establishments such as separate infirmaries and dispensaries conferred upon the dispenser the rank of principal officer and consequently made it necessary in these cases for my consent to be given to the termination of the services of these officers. No special orders issued for the last twenty-five years have, however, contained this provision, and in view of the growing tendency to leave to Poor Law and other local authorities the widest possible discretion in the control of their officers, I should not be prepared now to take action in the direction of imposing closer central control over these authorities, more especially in view of the changes which will take place on April 1 next when the provisions of the Local Government Act, 1929, come into operation.

Legal Reports

Arrears of Subscription.—In Bloomsbury County Court, London, on November 26, the Pharmaceutical Society of Great Britain recovered the sum of £1 11s. 6d., the amount of the annual subscription, from each of the following:—Clarence Bowrey, Newfoundland Road, Bristol; David G. S. Bruce, Green Lane, Goodmayes; Bernard Coppock, Berridge Road, Sherwood, Nottingham; John R. Foster, Holderness Road, Hull; Charles M. Glew, Leeming Street, Mansfield; Lawrence C. Hunt, Halley Street, E.14; Norman Huggins, Park Drive, Bradford; Jacob N. Lever, Leicester Road, Broughton Park, Manchester; John H. McEllin, Chester Road, Audley, Staffs; John W. McIntosh, Frattton Road, Portsmouth; James McLanachan, Church Street, Audley, Staffs; William C. Milner, High Street, Maltby; Frederick Rawson, Smithdown Road, Liverpool; Kenneth J. Rumbold, Springfield Road, Gorleston; Frank W. V. Skelton, Market Street, Bedworth; Samuel B. Stead, High Street, Newton-le-Willows; Harry A. Taylor, The Ridge, N.W.4; James A. Tomlinson, Raikes Road, Blackpool. It was also ordered that the certificate of membership be returned in each case.—A similar application in Stirling Sheriff Court, on November 22, against Mr. David T. Wilson, chemist and druggist, resulted in judgment for the Society in the sum of £3 3s., with expenses.

Insecticide Dispute.—The action brought by the Rex Research Corporation, Le Fly Tox S. A., & Tibo Products (International), Ltd., against Mr. Eric M. Trott (*C. & D.*, December 7, 1928), was mentioned to Mr. Justice Eve, in the Chancery Division of the High Court, London, on December 10, when terms of settlement were announced. Mr. Moritz, K.C., stated that defendant was prepared to

submit to two injunctions, and the motion, which was before the Court, would be treated as the trial of the action. The first injunction read: "That the defendant, his servants and agents, be restrained from making use of, or disclosing to any person, firm, or corporation, any information relating to the formulas, process, or method for, or the tests employed in, the manufacture of liquid insecticide obtained directly or indirectly for the plaintiff companies." The second injunction was: "That the defendant be ordered to deliver up forthwith to the plaintiffs all samples, books, notes, memoranda, and other things and documents relating to the manufacture of liquid insecticide all obtained, or containing information obtained directly or indirectly from the plaintiff companies." Counsel added that there was no claim for damages, but the defendant had paid £50 towards the costs of the action. Mr. Tooke (for Mr. Trevor Watson, on behalf of the defendant): We have agreed to that order. The defendant is really very much concerned about one thing, and that is to dispel the impression that the information was obtained at a time when he was still engaged with the plaintiffs, and that having got the information he then left them. He says, in fact, that the association had been broken before he obtained the information. The negotiations had become strained, and he was told he could not go on. His Lordship: I have no doubt that he was right in submitting to the order he has done. An order as agreed was made.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

CRAINE, LTD. (P.C.).—Capital £200. Objects: To carry on the business of pharmaceutical chemists and druggists, etc. The directors are: N. Golson and G. L. Craine. R.O.: 2 Manchester Street, Liverpool.

ACE OF BLADES, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in safety razor blades, razors, cutlery, and dealers in all kinds of toilet requisites, etc. R.O.: 36 Basinghall Street, E.C.2.

ADEPS LANE, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of natural fat, wool, grease, fatty acids and lanoline-grease, chemists, druggists, drysalts, oil and colourmen, etc. The directors are: J. L. Windle and F. E. Desmedt. R.O.: 2 Chellow Street, Manchester Road, Bradford.

GRIMWADE, RIDLEY & Co. (IPSWICH), LTD. (P.C.).—Capital £40,000. Objects: To carry on the business of wholesale chemists and druggists, etc., formerly carried on by H. Ridley and A. P. Ridley as Grimwade, Ridley & Co. at Princes Street, Ipswich. The life directors are: H. Ridley, Chantry Grove, Sproughton, Ipswich, wholesale chemists (director of Campbell Bros., Ltd.) and A. P. Ridley, Royston House, 52 Westerfield Road, Ipswich, wholesale chemist. H. Ridley is chairman. R.O.: 47 Princes Street, Ipswich.

SHIRLEYS (NEOGRAPH), LTD. (P.C.).—Capital £10,000. Objects: To adopt an agreement between F. Shirley of the first part, W. J. Willis (for this company) of the second part, and H. A. Lingard, G. P. Chamberlain, C. E. Brady and A. E. Allnatt of the third part, and to carry on the business of manufacturing chemists and colour manufacturers, designers and manufacturers of and dealers in advertising mirrors, glass and metal tablets for advertisements and electric, magnetic, revolving, changeable, movable, coloured, illuminated and other signs, etc. The first directors are: F. Shirley, R. C. Bolton, G. P. Chamberlain, F. W. Bundy, C. E. Brady, H. A. Lingard and A. E. Allnatt.

A. & M. ZIMMERMANN, LTD.—At a meeting held in London on December 5 it was resolved that this company be wound up voluntarily. Mr. George Hay, 45 London Wall, E.C., was appointed liquidator.

IDRIS & Co., LTD.—The profit for the year to October 31 is £17,775 (against £17,669). Dividend of 10 per cent. is declared on "A" and "B" ordinary shares, and of

5 per cent. on Founders' shares (same); carried forward £4,526, compared with £3,950.

SORBO RUBBER-SPONGE PRODUCTS, LTD.—A circular issued by the board states that for the year to September 30 a net profit of approximately £6,000 was earned, against a loss of £7,777 for 1927-28. Practically the whole of this profit was earned in the last half of the year. The accounts will show a profit more than sufficient to pay a dividend on the Preference shares to June 30 last, and it is hoped to circulate notices for the annual meeting early in 1930. Since the end of the financial year the trading shows a substantial increase on the same period last year. In accordance with the agreement made earlier this year, an offer of Ordinary shares is being made to the Preference shareholders.

TAYLORS (CASH CHEMISTS), LTD., LONDON.—The first accounts, covering the period from July 23, 1928, to September 30, 1929, show a net profit of £41,627. The company was formed in July, 1928, and the issued capital amounts to £587,500 in 500,000 Seven-and-a-Half per Cent. Preferred Ordinary shares of £1 each and 1,750,000 Deferred Ordinary shares of 1s. each. The shares were offered to shareholders in Taylors (Cash Chemists) Trust in November, 1928, and as the Preferred Ordinary shares were not fully paid until January 31, 1929, the full amount of the company's issued capital has only been available for trading purposes for eight months of the period under review. After allowing for the Preferred Ordinary dividends and the interim on the Deferred Ordinary shares, it is proposed to pay a final dividend at the rate of 36.767 per cent. per annum on the latter class of shares, making a total of 25 per cent. per annum for the period, leaving £3,496 to go forward. The preliminary expenses of the company have been written off out of the premium paid on the Deferred Ordinary shares.

LEWIS & BURROWS, LTD.—The net profit for the year ended September 30, 1929, is £13,254 9s., to which is added £1,195 6s. 10d. brought forward, making a total of £14,449 15s. 10d., which it is proposed to deal with as follows:—To reserve, £2,000; shop improvements and development account, £1,000; taxation reserve account, £1,500; staff benevolent fund, £250; dividend at 6 per cent. per annum on preference shares, £1,800; dividend at 12½ per cent. per annum on ordinary shares, £6,685; carry forward, £1,214 15s. 10d. During the year the leases of 233, Brompton Road, S.W.3, and 47, Baker Street, W.1, have expired. A new lease for 233, Brompton Road has been obtained, and a new branch has been opened at Chiltern Court, Baker Street Station, N.W.1. Premises at 30, Baker Street, W.1, have also been acquired, and considerable extensions made to the pharmacy at 186, Earl's Court Road, S.W.5. With very sincere regret the directors record the death of their colleague, Mr. W. J. Spratling, B.Sc., barrister-at-law, who had been associated with the company for over thirty years. The vacancy has been filled by the election of Sir John Rowland, J.P.

Bankruptcy Reports

Re Henry Hammond Brice (trading as Henry Brice & Co.), 37 Jewin Street, E.C., manufacturers' agent and merchant. The public examination of this debtor was held on December 4, at the London Bankruptcy Court, before Mr. Registrar Warmington, the accounts showing total liabilities £11,857 (unsecured £6,122) and net assets £138. Replying to the Official Receiver, the defendant said he originally began business in 1913, but served with H.M. Army from 1914 to January 1919, and restarted the agency business in October 1922. During October 1928 he became agent for Mr. G. Dralli, a perfumery goods manufacturer of Hamburg, in respect of which agency he expended about £1,000, principally in connection with obtaining orders for this year's Christmas trade, the goods to be delivered from August to October 1929. No deliveries, however, came forward, and he had been unable to get any satisfaction from Dralli, with the result that he had lost not only the money expended, but an anticipated commission of at least £1,500. He took up Dralli's agency in the hope of recovering ground lost through dropping an agency with Slot & Co., of Penang, which connection had brought

him commissions amounting to upwards of £2,000 a year. The debtor attributed his failure and insolvency to stoppage of credit, breach of contract by Dralli, insufficiency of capital and loss of the Penang agency. The examination was concluded.

Re Philip Whipman, lately of St. Dunstan's House, 8 Cross Lane, and 6 Baker's Row, Farringdon Road, E.C., drug merchant. An application was made on December 3 to Mr. Registrar Mellor at the London Bankruptcy Court for an order of discharge on behalf of this bankrupt, who failed in August 1929. The Official Receiver reported that the provable claims amounted to £796, and the assets had realised £156. The applicant changed his name from Beitchman by Deed poll in 1920. He was apprenticed to the drug and chemical business, and began business in 1912, with £290 capital, as a drug merchant under the style of P. Whipman & Co., at 84 Hop Exchange, S.E. In the following year he was joined by a partner, who purchased an equal interest for £500 in the business, which was removed in 1914 to 4 New London Street, E.C. Then in January 1917 P. Whitman & Co., Ltd., was registered with a nominal capital of £6,000 to acquire the partnership concern; the debtor was appointed a director and acted until May 1925, when a Receiver and manager was appointed by the debenture holder, and the company was ultimately dissolved. The debtor restarted business on his own account in May 1925 with £150 capital, and in June 1926 Philip Whipman, Ltd., was formed with a nominal capital of £2,000 to take over that business, and again the debtor was appointed director. He attributed his failure to lack of capital, heavy overhead expenses, and insufficiency of profits to meet drawings. The application was opposed by the Official Receiver on the grounds of (1) insufficiency of assets to equal 10s. in the £ on the amount of the liabilities, and (2) trading with knowledge of insolvency. His Honour upheld the report and suspended the discharge for three months. The debtor also applied under Section 142 of the Companies Act, 1929, for leave to continue to act as a director whilst still undischarged from the bankruptcy, and that application was granted.

Re D. and J. Misell (David and Julian Misell, trading as, 10 Rangoon Street, Crutched Friars, E.C., chemical merchants. An application for orders of discharge on behalf of these bankrupts came before Mr. Registrar Mellor, on November 29, at the London Bankruptcy Court. Mr. E. Parke, Official Receiver, reported that the firm failed in November, 1928, with provable debts £2,226; the assets, valued at £1,347, had realised £340, and a dividend of 1s. 2d. in the £ had been declared. A previous bankruptcy was recorded against the debtor, David Misell, in 1900, from which proceedings he had been discharged. In 1913 that debtor and a partner started business as chemical merchants at 4 Lloyds Avenue, under the style of "R. Lane Hall and Co."; that business was transferred to a limited company, which went into voluntary liquidation in October 1920. The bankrupt restarted business as a chemical merchant in April 1926, in partnership with his son Julian. That business was adversely affected by lack of working capital, and from the commencement was carried on by means of borrowed money. In September 1928 the creditors were called together, and the debtors executed a deed of assignment, which was superseded by these bankruptcy proceedings. Between May and September 1923 the debtors also carried on business by selling an insecticide and weed-killer under the trade mark "Vivus," which trade mark, together with the formulæ, for the insecticide, they valued in their statement of affairs at £1,000. In the realisation it produced, however, only £40. In March, 1928, the debtor Julian ceased to take an active part in the firm's affairs. The failure was attributed to lack of working capital; the gross profits being insufficient to meet heavy overhead charges, and to the cost of advertising the "Vivus" weed-killer. A solicitor on behalf of David Misell, asked for the debtor's discharge to be granted subject to judgment for £100, to be satisfied by payments of £2 per month. His Honour adjourned the application for a fortnight to enable evidence to be given, and he suspended the debtor Julian's discharge for seven days.

Festivities

Oldham Chemists' Dinner

THE Oldham Branch of the Pharmaceutical Society held their annual dinner at the Savoy Dance Hall on November 26, Mr. J. R. Richardson being in the chair, and upwards of a hundred members and friends being in attendance. The principal guests were Mr. J. Allen, the president of the Oldham and District Chamber of Trade, and Mrs. Allen, and Mr. Pick, clerk to the Oldham Insurance Committee. The chairman extended a cordial welcome to the guests and friends. After dinner dancing took place until midnight, and several members rendered songs and humorous items.

Blackpool Social Evening

MANY members and friends were present at a successful whist drive, dinner and dance held under the auspices of the Blackpool Branch of the Pharmaceutical Society recently. Supporting the chairman (Mr. J. Holdsworth) at the dinner were Mr. H. Quin and other officials. The chairman referred to the excellent organising capabilities of the secretary (Mr. Quin), and thanked the wholesale houses who had presented the prizes. Mr. C. Cornforth proposed the toast of "The Ladies," which was responded to by Mrs. Johnstone. The prize-winners were:—*Gentlemen*: (1) W. A. Brotherton, (2) E. Piper, (3) G. Bishop, (4) W. H. Bouille. *Ladies*: (1) Mrs. E. Hargreaves, (2) Miss E. Whittaker, (3) Mrs. S. Briggs, (4) Miss Muriel Johnstone.

Edinburgh Chemists' Whist Drive

THE whist drive in connection with the Edinburgh Chemists' Golf Club was held on November 27, when an enjoyable evening was spent, one hundred players sitting down at the tables. Prizes were allotted as follows:—*Ladies*: 1st, Mrs. Arbuckle; 2nd, Mrs. Butterworth; 3rd, Miss Smith; and consolation, Mrs. Dawson. *Gentlemen*: 1st, Mr. Robson; 2nd, Mr. G. Baxter; 3rd, Mr. J. Sutherland; and consolation, Mr. D. Caird. Mr. Stoddart and Miss Mackay as vocalists and Mr. Drummond as accompanist contributed to the evening's pleasure, and were accorded a vote of thanks on the motion of Mr. W. J. Rosie. The secretary and Mrs. Robson, who gave out the prizes, were also thanked for their efforts in promoting the success of the evening.

Reading and District Branch Supper

A SUPPER and dance was held on December 4. The company numbered seventy-five. Mr. A. Greenwood Watkins presided. The toast of the "Society" was proposed by Mr. R. Bluring, who urged all the younger members to continue their support after their period of pupillage. The secretary of the branch (Mr. G. R. A. Short) replied. The toast to the ladies and visitors was proposed by Mr. F. W. Vasey, who congratulated the chairman on the splendid gathering, and expressed his delight at seeing so many young people present. Mr. W. G. Blair (secretary to the Reading Health Insurance Committee) replied. A presentation of a silver cigarette case was made to the secretary by Miss E. Rix, on behalf of the members of the committee past and present.

Cheltenham Dinner

THE Cheltenham and District Branch of the Pharmaceutical Society held their annual dinner on December 4. Mr. Percy James (chairman) occupied the chair, and was supported by Mrs. James, Mr. and Mrs. Margrett, Mr. Thomas Guthrie (treasurer of the Pharmaceutical Society), Mr. and Mrs. Frank Browne, and a company numbering sixty, including representatives of the wholesale and manufacturing chemists and members of the medical and dental professions. The loyal toast having been honoured, Mr. H. Panton Clarke proposed "The Pharmaceutical Society." Mr. T. Guthrie, in his reply, spoke in warm terms of regard for the Cheltenham Branch, and in acknowledging the support it gave to headquarters, said this tended to strengthen the hands of those in control. The toast of "The Cheltenham Branch" was submitted by Mr. Frank Browne. The chairman was cordially greeted on rising to reply,

which he did in an interesting speech. Before resuming his seat Mr. James handed a substantial cheque to the treasurer of the Society as a contribution to the Benevolent Fund, the cheque representing the efforts of all the members of the branch, but chiefly those of the Ladies' Committee, during the past year. Mr. Fortey, in humorous vein, proposed "The Ladies," a toast to which Mrs. James replied. The toast of "The Visitors" was given by Mr. Brooke Gregory, apt responses being made by the Mayor and Dr. Kellett Smith. A musical programme was rendered.

Associations' Winter Session

Belfast.—The monthly meeting of the Ulster Retail Drug Trade Association Committee was held on December 3 in Belfast. The president (Mr. John Adams) occupied the chair, and the following were also present:—Messrs. Charles Abernethy, W. J. Rankin, S. J. Hudson, S. McLoughlin, D. A. Taylor, W. J. Hardy, S. H. Forrest, R. Linehan, T. J. Moffatt, R. I. Edwards, F. Storey, S. Gibson, R. Andrew, James Macauley, W. H. Orr, A. E. A. Davis, John McDowell and the secretary. The president welcomed Mr. Orr, a newly co-opted member, and congratulated Mr. Andrew on the honour of being appointed president of the Society of St. Andrew. It was reported that the appointed deputation to the Home Office relative to the sale of spirituous preparations had paid a visit, and that the matter would receive the attention of the Minister of Home Affairs. The Committee had before them the names of members who were supplying goods at a special discount. The prices on the U.R.D.T.A. price list are fixed as minimum retail prices and do not warrant any variation in favour of customers. The Committee decided that any discount was against the rules and principles of the Association, and members are to be notified accordingly. The same ruling applies to the use of trading stamps. A deputation interviewed the local wholesale houses, and also communicated with the P.A.T.A., with the result that drastic action was determined on. The majority have now signed an agreement to cease giving trading stamps. The committee is largely indebted to Mr. McMillen of the P.A.T.A. and the local wholesale drug houses. Subcommittees are still working in conjunction with the Chamber of Trade in assisting grocers and other traders to eradicate the growing evil of such trading. The president referred to a vacancy on the Committee, and proposed the co-option of Mr. James Dundee, Ph.C., which was seconded by Mr. McLoughlin and passed unanimously. Mr. Storey referred to the question of amalgamation of the three organisations, and desired to know the committee's decision on the matter. After discussion it was decided that the subcommittee on this subject meet again and subsequently report at the next meeting. The matter of extra cost attached to the obtaining of annual methylated spirit licences was under consideration. This was referred to the Home Office for their observation.

Manchester.—A joint meeting of the Manchester Pharmaceutical Association and Branch of the Society was held at the Houldsworth Hall on December 5. Mr. W. I. Scholes presided. The audience included a large number of students from the University. The chairman, introducing Professor R. A. Eastwood, Dean of the Manchester University Faculty of Law, to give an address on *The Law in Relation to Some Aspects of Pharmacy Practice* (an abstract of which appears on p. 709), said that Professor Eastwood was the son of a Manchester pharmacist and was greatly interested in the calling. A long discussion followed, many questions being put to the lecturer. To one referring to a doctor who supplied medicine to patients, Professor Eastwood said that he would be prepared to argue that the doctor was selling goods. No doubt the doctor would say he was charging for advice, not medicine. An employer was responsible for any error made by an employee in the course of his employment. If a customer asked for a branded hot water bottle, the seller was not liable for any deficiency. Mr. J. Grier, M.Sc., in proposing a hearty vote of thanks to Professor Eastwood, said the lecture had proved to be most instructive and extremely useful. The interesting discussion proved the keen way in which the audience had followed his remarks.

The Law in Relation to Some Branches of Pharmacy Practice

Synopsis of a lecture delivered to the Manchester Pharmaceutical Association, on December 5, by R. A. Eastwood, LL.D., Dean of the Faculty of Law in the Victoria University of Manchester; of Gray's Inn and the Northern Circuit, Barrister-at-Law

This lecture did not deal with any of the subjects which are grouped normally under the title of pharmacy law. Those subjects involve very few points of pure law, and the chief questions which arise out of them necessitate the co-operation of the expert witness and the lawyer. There are, however, certain questions of pure law which materially affect the pharmacist, and the object of the lecturer was to consider some of these in relation to the peculiar facts of pharmacy practice.

A very important point arises with regard to the liability of the pharmacist to his customer if the goods supplied are not suitable for the particular purpose for which the customer requires them. This point is covered by Section 14 (1) of the Sale of Goods Act, 1893. "Subject to the provisions of this Act and of any statute in that behalf," so run the opening words of the section in question, "there is no implied warranty or condition as to the quality or fitness for a particular purpose of goods supplied under a contract of sale." That, as a general rule, is eminently reasonable. If a buyer goes to a dealer in glass and asks for a bottle of a certain size, he cannot expect, if he says no more than that, to get a bottle which will stand the heat to which it will be subjected if he pours into it boiling acids. If he requires a bottle for that purpose he should stipulate for it when he makes his contract. But there may be cases in which, although the buyer does not make that stipulation in express terms, the whole circumstances of the transaction amount to an implied stipulation; and to meet such cases the Sale of Goods Act provides:—

Where the buyer, expressly or by implication, makes known to the seller the particular purpose for which the goods are required, so as to show that the buyer relies on the seller's skill or judgment, and the goods are of a description which it is in the course of the seller's business to supply . . . there is an implied condition that the goods shall be reasonably fit for such purpose.

So it came about that where a chemist sold a hot water bottle, and the bottle burst whilst it was in ordinary use, the chemist was held liable to pay damages; and, on the same principle, where milk sold contained typhoid germs, it was held that the dealer was liable for illness which resulted to the wife of a customer, in spite of the fact that the existence of the germs could only be discovered after prolonged analysis.

Moreover, it should be noticed that the section under discussion is very wide. It covers not merely the goods sold, but all "goods supplied under a contract of sale." On that ground it was held that a person who was injured by the bursting of a mineral-water bottle could claim damages from the vendor, although the customer had not purchased the bottle, but was under an obligation to return it when the mineral water which he had purchased had been consumed. The bottle was "supplied under a contract of sale." The same principle would apply to the bottle in which the pharmacist sold medicine, the paper in which he wrapped surgical dressings, the box in which he placed ointment, and so on.

It is to be noticed, however, that this implied condition of fitness only arises in those cases in which the buyer relies on the seller's skill or judgment. If, for example, a customer were to enter a chemist's shop, and, after stating that he was suffering from a headache, were to ask the chemist to give him a draught, the section under discussion would apply. But it would be a different thing if the customer were to ask for some particular proprietary or patent medicine, sold but not manufactured or recommended by the chemist. The customer would then not be relying on the chemist's skill or judgment, and the Sale of Goods Act expressly provides that "in the case of a contract for the sale

of a specific article under its patent or other trade name there is no implied condition as to its fitness for any particular purpose."

But even though the chemist should prove in any particular instance that a sale is not one of goods supplied for a particular purpose, there is another provision of the Sale of Goods Act with which it is necessary for him to be acquainted. It provides that where goods are bought by description from a seller who deals in goods of that description, there is an implied condition that the goods shall be of merchantable quality. But this condition is not very onerous, for it has been decided that goods are of merchantable quality if they are of such a quality as would satisfy the ordinary person in the trade in this country. Moreover, if the buyer has had an opportunity of examining the goods there is no implied condition as regards defects which would have been apparent if the examination had been conducted in the customary manner.

What has been said with regard to the sale of goods applies also to a mixture sold to a customer, and dispensed on the prescription of a medical practitioner. But in this case there is also a further ground on which the chemist may be liable to his customer. The pharmacist is a person holding himself out as possessing special skill in his calling over and above that which is possessed by the average man. And it is a general principle of the common law that a person holding himself out as possessing special skill must exhibit that degree of skill which persons of his special qualifications usually display. In practice this would mean that the pharmacist would be liable to the customer, or in fact to any person for whom the customer purchased medicine, if he dispensed a prescription containing such an incompatible as the average chemist ought to have detected. He cannot shelter himself in such a case behind the doctor's mistake. On the other hand, he would not be liable for a wrong diagnosis made by the doctor; for, unless he foolishly takes upon himself the task of diagnosis, the pharmacist does not hold himself out as being specially skilled in such matters. His special skill is as a dispenser.

College Notes

LEICESTER COLLEGE OF TECHNOLOGY

UNDER the auspices of the pharmacy department of the Leicester College of Technology, a lantern lecture on *Oilseeds and their Products* was delivered by Mr. J. Hanley, F.I.C., on December 4. Mr. A. E. Young, Ph.C., chairman of the College Pharmaceutical Committee, presided. The lecturer explained the different types of machinery used in oil milling. The different methods of freeing seeds from foreign matter included the use of oscillating sieves and a simple and ingenious method whereby the resilience of the seed was taken advantage of. Slides of machinery for expressing seeds were explained, from the primitive "edge runner mill" of the Romans (consisting of a stone wheel turning in a stone trough) to the Anglo-American roller mill, which is a British modification of an American machine. The lecturer also dealt with the importation of seeds. He remarked on the large number already used for oil extraction, and said that new species appeared almost every day from foreign countries. At the conclusion of the lecture Mr. Young declared the meeting open for questions, and several took advantage of the opportunity, including Messrs. Young, Chamings, Butler, and Miss Kay. The chairman then called on Mr. A. R. G. Chamings, B.Pharm., Ph.C., head of the pharmacy department, to propose a vote of thanks to Mr. Hanley, which was accorded with enthusiasm.

BISMUTH CARBONATE FOR THREADWORMS.—Writing on threadworms to "The British Medical Journal" (No. 3586), Dr. Garry Simpson records: "I have found bismuth carbonate, as suggested by Looper, a specific. For an adult three doses of 20 gr., at intervals of four hours, and for a child under 7 years of age 10 to 40 gr. per dose. The treatment is simple and cure instantaneous."

Display for the Chemist

Abstract of a paper by Paul Dobson, Ph.C., read at a meeting of the Leeds Branch of the Pharmaceutical Society, on December 5

EVERYBODY in business to-day is, or should be, alive to the supreme value of display, and in particular window display. It is the cheapest and most effective form of advertising, and is within the means and scope of every retail pharmacist. It is a subject which must be studied in every detail by those who wish to keep abreast of the times, and it should receive as much attention as matters of trade such as the choice of fixtures, staff, buying and administration. The best buyer in the world is helpless without the aid of an efficient sales organisation. The pharmacy window is the medium through which merchandise is presented to the public. Before a sale is effected it is necessary for the "idea" to be sold, whether by newspaper advertisement, personal recommendation or exhibition of the article. A customer does not buy a camera until the idea of photography takes possession of him. The window dresser must always bear in mind this important fact, that the desire for possession is the idea which must be put over first. If shop windows are not an earning asset they are not fulfilling their proper function. It is not sufficient for a window to be just pretty or beautiful, although that alone is better than neglect. It must be selling. Otherwise one of the main earning sources of the business is being lost and trade is going elsewhere. It is important, having agreed as to the necessity for display, that the same care, thought and money should be expended on it as on any other branch of the business. The amount of money to be spent on display rests on the far-sightedness and enthusiasm of the proprietor, but those who have put this matter to the test will agree that it is money well invested.

MONEY WASTED

Undoubtedly there is a great deal of money wasted each year on bad advertising. The proprietor may have fallen a victim to the elaborate sales talk of some representative, or he may embark on some ill-considered scheme of his own, or, what is not uncommon, carelessness or neglect on the part of assistants in looking after display materials when not in use may have an adverse effect on the success of a display. It is a good idea to set aside each year a definite sum for the purchase of window properties and decorations. The amount, naturally, will depend on the size and means of the business, but as business increases the allocation for display should be increased proportionately. This, surely, is comparable with increasing the salary of a satisfactory assistant. Before purchasing properties the window dresser (or display artist, as he is now often termed) should know exactly what sort of display he intends to make, and purchase requirements accordingly. No artist will buy a picture frame and then try to paint a picture suitable to put into it. Just as the artist or draughtsman or architect roughs out on paper, in a crude form, his ideas for the scheme proper, so should the display artist sketch out on paper the ideas he is going to represent in the windows. He should enumerate the trade lines he proposes to exhibit, and strike them off the list as they go into the window. By so doing he will avoid omission of some line which may turn out to be one of his best sellers. This procedure of making up a list of lines to be shown has never been more important than to-day. Having decided on the lines, the next thought is a suitable background. This involves a colour scheme, and possibly the use of some ornamentation by flowers, foliage, etc., and it is at this point that the decision should be made as to what is necessary to be bought. For this reason it is desirable that the chemist should know some little time ahead what shows he is going to make. A good practice is to have a calendar marked up at least two or three months in advance with the subject-matter of the displays to be made. It is foolish to have a show of hot water bottles during a very mild spell of weather at a season for which in the normal course one expects to make a feature of these goods. Again, one might wish to link up with some unexpected topical event or topical advertising.

TWO TYPES OF DISPLAY

There are two main types of display, the open display and the closed or mass display. Closed display is the old-fashioned style. Its only advantage was to enable the chemist to expose for sale a great number of articles at the same time, but this is costly from a stock-keeping point of view, and is not nearly so effective as the open display. Many chemists, however, are loth to depart from the old style. Open display means selecting a limited quantity of goods and exhibiting them in the most attractive manner with the definite object of cultivating the public wish to buy these specific articles. While public attention is being called to a few lines, it remains fair to assume that the public realise that if John Smith is known in the town as a chemist of repute, then he can be depended upon to stock all the usual articles of a chemist, and it is not necessary always for him to have two of everything on view in the window. For purposes of open display, shelves are usually discarded in favour of plates and pedestals. Every display artist should seek to discover within himself a style of his own and constantly endeavour to improve on it. The display artist must have a mind ready to seize on an idea. He must have creative ability, originality and an untiring patience, which is willing to destroy and rebuild as often as may be necessary until perfection is achieved. It is true that the mere sight of an article in an open display may remind somebody of a need and bring about a sale, but in the main the object of display is to create a need in the public mind; and to help in that aim, showcards with suitable sales talk are desirable. Chemists do not make sufficient use of showcards. Highly-paid copy-writers are engaged by big firms nowadays to invent slogans which should make a direct appeal. These clever catch-phrases are often combined with expensive coloured and artistic pictures, yet one wonders how many of these beautiful and expensive productions ever see daylight through the average chemist's window, and how many merely become dust shovels? It is occasionally advisable to seek the aid of a good local ticket writer and have cards written to one's own wording. The wording should be short and to the point, expressive, and, above all, convincing. It is a mistake to cram too much wording on a card. There are occasions on which an obviously amateurishly written card is most effective if the appeal, for instance, is intended to be to the bargain hunter who is looking for things written down temporarily to reduced prices. Price ticketing is another detail neglected by most chemists. Doubtless there are times when general pricing in the windows has disadvantages, but generally the public do prefer to see prices.

BACKGROUND AND ACCESSORIES

In selecting a background, due regard should be given to the class of goods to be shown. The colour scheme should harmonise all round, unless it is the deliberate intention to depart from the conventional and create some striking contrast to arrest attention. This is very difficult to do well—to do the obviously wrong thing attractively. Usually, neutral colour backgrounds are most useful and harmonise with almost any kind of merchandise, although for Christmas season displays purple and gold, red and gold, silver and green, red and orange, or heliotrope and purple make ideal settings. A black-out background of black cloth or velvet is almost a necessity as a permanent possession of the display artist. Light colours come off from black with striking force and always look neat and trim, in addition to which the showcards and stock are seen to advantage. This is an important point to bear in mind if entering window-dressing competitions, which are usually judged by photographs. In using panelling paper all traces of joinings and pins should be hidden. Panelling is very popular, and it is useful to have the window back grooved to take beaverboard panels. Dennison crêpe paper is about the cheapest and most popular type of dressing paper, but it is regrettable to notice how this useful article is misused, as seen in some windows. Crêpe paper, properly used, is the poor man's friend, and cannot be beaten, but used in slovenly fashion or overdone it reduces the tone of the business. The pur-

chase of artificial flowers and foliage is to be advised. A battery of reflector shades fixed to the transom rail is most effective, and can be covered with coloured cellophane shades and a flood of coloured light thrown over the window. People are always attracted by colour, and colour floodlight is a pleasant change from the usual ordinary brilliant lighting, especially as it invariably contrasts with neighbouring windows. Lastly, the value of a display depends largely on choice of goods shown. If the lines shown are not earning their place they should be changed for something else. There is hardly a week of the year when a chemist cannot make a special display by seasonable lines, or ringing the changes on the many phases of his business, or linking up with some current advertising propaganda or local event. Examination of the daily Press reveals the fact that chemists are stockists of approximately 50 per cent. of the total merchandise advertised to the public.

Trade Notes

CAMFORTOL is advertised in this issue by Pyne Roberts, Ltd., Market Place, Brentford.

THE CLOSING DATE of the bonus offer being made by Tokalon, Ltd., 212-14 Great Portland Street, London, W.1, is December 21.



PENETROL.—W. B. Cartwright, Ltd., Rawdon, inform us that their new inhalant, introduced only a short time ago, has had a remarkable reception, and has quickly captured the public's fancy. Penetrol is a compound mentholated lavender which makes it exceedingly pleasant to use. Excellent show outers and display material is supplied, one cut-out card in particular being exceptionally good. Every chemist should do well with this line.

TWO NEW SIXPENNY LINES.—Lysol, Ltd., Raynes Park, London, S.W.20, make an announcement of interest to all chemists in the advertising pages of this issue.

MR. W. BREDT, 38 Great Tower Street, London, E.C.3, is the supplier in this country of the menthol cones, cigarettes, styptic pencils and other Pigo products of the Pharm. Industry, Ltd., Offenbach-Main.

PEROXITIK.—The name of the solidified hydrogen peroxide, which has lately been placed on the market by Arthur H. Cox & Co., Ltd., manufacturing chemists, Brighton, was incorrectly spelt in the company's advertisement in last week's *C. & D.*

MR. NORMAN CHEVERS (Rogers, Chevers & Co. (Pty.), Ltd.), Johannesburg, who is again on a visit to this country, is anxious to get in touch with manufacturers interested in South African trade. Mr. Chevers may be addressed c/o THE CHEMIST AND DRUGGIST.

PRICE, STUTFIELD & Co., LTD., chemical merchants, 6 Fenchurch Buildings, London, E.C.3, inform us that they have been appointed representatives for Great Britain and the Colonies for the activated charcoals and solvent recovery process "Acticarbonyl" of Société de Recherches et d'Exploitations Pétrolifères, 73 Boulevard Haussmann, Paris.

NUTRAVITE is a substitute for tea and coffee, which is stated to contain neither tannin nor caffeine. It is obtainable from Associated Nut Plantations, Cornhill Development Trust, Ltd., 14 Queen Victoria Street, London, E.C.4.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(From "The Trade Marks Journal," November 27, 1929.)

"ARTHRITONE"; for medicinal chemicals (3). By Hough, Hoscason & Co., Ltd., Sun Buildings, Bridge Street, Manchester. 504,124.

"J. & B. JEWSBURY & BROWN" with triangular design; for medicinal chemicals (3). By Jewsbury & Brown, Ltd., 7 Ardwick Green North, Ardwick, Manchester. 500,335. (Associated.)

"VELVO"; for surgical bandages (11). By Johnson & Johnson (Gt. Britain), Ltd., Fairlie Road, Slough, Buckinghamshire. 505,884. (Associated.)

Design of three heads on oval and facsimile signature "W. J. Bush & Co." etc.; for non-alcoholic beverages (42). By W. J. Bush & Co., Ltd., 28 Ash Grove, Hackney, London, E.8. 504,279. (Associated.)

"WANTIDENT"; for perfumery, etc. (48). By S. Kalisky (Aldgate), Ltd., 75 Aldgate High Street, London, E.C.3. 505,582. (Associated.)

"VEET 5 POINTS OF VEET SUPERIORITY" with label design ("5" disclaimed); for depilatories (48). By Dae Health Laboratories, Ltd., 68 Bolsover Street, London, W.1. 506,854. (Associated.)

"GLASSOPHANE"; for gelatin wrapping materials (50). By F. W. Hampshire & Co. (1927), Ltd., Sinfen Lane, Derby. 506,777.

(From "The Trade Marks Journal," December 4, 1929.)

"J. & B. JEWSBURY & BROWN" with triangular design; for agricultural chemicals (2). By Jewsbury & Brown, Ltd., 7 Ardwick Green North, Ardwick, Manchester. 506,334. (Associated.)

"MORTOLEM"; for agricultural washes (2). By Murphy & Son, Ltd., Wheathampstead House, Wheathampstead, Hertfordshire. 506,623.

"MEADOW"; for veterinary medicines (2). By P. G. Fyfe, 115 High Street, Laurencekirk, Kincardineshire. 506,830.

"YEASTOLOIDS"; for yeast preparations (3). By N. V. Shah, 303 Juma Masjid, Bombay, India. 505,024.

"AMAKDHARA"; for medicines (3). By A. J. Patel, The Nakasero Importing House, Main Street, Kampala, Uganda Protectorate. 505,253. (Associated.)

"FREEZONE"; for a corn remedy (3). By Wyeth Chemical Co., du Pont Building, 7th West 10th Street, Wilmington, Delaware, U.S.A. B504,223.

"ORGANON"; "OVARNON"; "PERNEMON"; for medicinal chemicals (3). By Naamlooze Vennootschap Organon Tot Bereiding Van Organopreparaten Op Wetenschappelijke Grondslag, Kloosterstraat, Oss, Holland. 507,051/052/053.

"PIENA-COLOR"; for mouth washes (3). By The Reliance Manufacturing Co., 40 Radford Street, Blackley, Manchester. 507,230.

"GLYCALPOL"; for medicinal chemicals (3). By The Wellcome Foundation, Ltd., 67 Holborn Viaduct, London, E.C.1. 507,289. (Associated.)

"MODALIN BRAND"; for medicinal chemicals (3). By H. R. Napp, Ltd., 3 & 4 Clement's Inn, Kingsway, London, W.C.2. 507,291.

"FLUFIRE"; for medicinal chemicals (3). By D. A. Evans, 24 East Street, Bridport, Dorset. 507,565.

"AMERSEAL"; for metal caps (13). By American Metal Cap Co., 2 Summit Street, Brooklyn, New York, U.S.A. B486,147.

"RUBBERSAN"; for india-rubber imitation sponges (40). By Rubber San Products Inc., 117-119 East 24th Street, New York, U.S.A. 506,629.

"WHISKIDRIS"; "ORANGERU"; for beverages (42). By Idris, Ltd., 120 Pratt Street, Camden Town, London, N.W.1. 507,143 (Associated); 507,174.

"PHILLIPS' DENTAL MAGNESIA" with label design; for a dentifrice (48). By Proprietary Agencies, Ltd., 179 to 181 Acton Vale, London, W.3. B505,164.

"KALODONT ZAHNCREME" with label design ("Zahncreme" may be varied); for perfumery, etc. (48). By Kalodont, Milly-Kerzen, Seifen-und Glycerin-Fabrik F. A. Sarg's Sohn & Cie, G.m.b.H., Seitzergasse 3, Vienna 1, Austria. 500,848. (Associated.)

"FACTATIVE"; for hair colour restorer (48). By Charlotte Long, 66 Victoria Street, Westminster, London, S.W.1. 503,547.

"DAYBREAK"; for perfumery, etc. (48). By Hygiene Corporation, Ltd., 55 to 58 Pall Mall, London, S.W.1. 504,681. (Associated.)

"ROYLIP"; for perfumery, etc. (48). By Mrs. Pomeroy, Ltd., 115 Harwood Road, Wallham Green, London, S.W.5. 506,082.

Births

Notices for insertion in this column must be properly authenticated.

CRAWFORD.—At 56 Gelston Street, Shettleston, on November 30, the wife of Councillor A. Crawford, chemist and druggist, of a daughter.

Marriages

NAIRN—McCANN.—At St. Mary's Church Pollokshaws, Glasgow, on November 27, George Antony Nairn, youngest son of the late Mr. J. Nairn, chemist and druggist, to Margaret E. McCann.

Deaths

DAVID.—At St. David's, recently, Mr. Albert David, chemist and druggist, aged seventy-four.

GOWANS.—At Annandale, Glasgow Road, Perth, on November 28, Miss M. C. Gowans, elder daughter of the late Mr. James Gowans, chemist and druggist.

HARDY.—On December 4, Annie Elizabeth Hardy, wife of Mr. R. Hardy, M.P.S., South Shields.

PRICE.—Recently, Mr. Edwin Ernest Price, chemist and druggist, manager to Boots, Ltd., at Newport, Mon., aged fifty-six.

Personalities

MR. W. H. MAUNDER, Ph.C., Taunton, has been elected president of the local traders' association.

MR. D. W. SHAW, B.Sc., Ph.C., has been appointed demonstrator in pharmacy at the Bradford Technical College.

MR. F. HARPAM, chemist and druggist, Sleaford, has been elected a vice-president of the local tradesmen's association.

MR. F. C. ASHFORD, chemist and druggist, Northampton, has been appointed a member of the borough Insurance Committee.

MR. H. THOMAS, chemist and druggist, Garstang, Preston, has been elected secretary of the local tradesmen's association.

COUNCILLOR D. J. BAILEY, chemist and druggist, Blackpool, has been appointed vice-chairman of the Corporation Gas Committee.

COUNCILLOR H. ROBINSON, chemist and druggist, Baildon, has been appointed a justice of the peace for the West Riding of Yorkshire.

MR. FRED JACKS, chemist and druggist, Stone, celebrated the fortieth anniversary of the opening of his first business in the town on December 11.

MR. R. E. NORRISH, Ph.C., younger son of Mr. H. Norrish, chemist and druggist, Cambridge (district manager for Boots, Ltd.), has passed the final examination for the F.R.C.S.

MR. H. BARKSFIELD has joined the staff of Dubuis & Rowsell, Ltd., Duroma Works, Elmwood Road, Croydon, as sales manager in connection with the sale of their perfume bases and flavouring essences.

MR. J. J. BOOTH, wholesale druggist, Idle, Bradford, has been presented with a silver tea service by the members of the Bradford Cricket League in recognition of his twenty-one years' service as president.

MR. HENRY DAVIES, chemist and druggist, Glyn-Neath, Neath, who recently retired from business, has been presented by the people of the town with a gold watch and a case of pipes as a mark of appreciation for his many services.

MR. G. S. WILKINS, chemist and druggist, Rhodesian representative of Allen & Hanburys (Africa), Ltd., will be in England from December 12 to January 25, and may be addressed c/o the Bethnal Green offices of the company, London, E.C.2.

At the Hanley Y.M.C.A., on November 26, Mr. J. R. Charlton, A.R.P.S. (Evans Sons Lescher & Webb, Ltd.), delivered a lecture on "Picture-making by Photography," illustrated by diagrams and lantern slides. There was also a display of exhibition pictures by the lecturer.

MERTHYR TYDFIL PANEL CHEMISTS recently presented Mr. V. A. Wills, J.P., chemist and druggist, Merthyr, with a gold scarf-pin, and Mrs. Wills with a gold brooch in celebration of their golden wedding. Mr. T. Jenkins presided, and Mr. H. M. Lloyd, J.P., made the presentation.

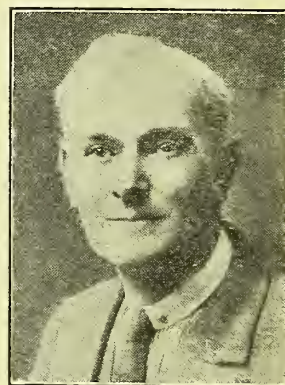
The following changes in the representative staff of Everett & Co., 61-71 Collier Street, London, N.1. have been made:—Mr. Arthur Gilbert will represent them in the Midlands and North of England, Mr. W. Russell Wakefield in the Southern portion of England, and Mr. John Crowe in Northern Ireland and the Irish Free State.

CERTIFICATES OF NATURALISATION have been granted to T. E. Gumpert (known as Traugott Ernest Gumpert), physician and surgeon, 65 Wilkinson Street, Sheffield; S. Kameron (known as Samuel Camrass), physician and surgeon, 100 Commercial Road East, London; G. L. Levin (known as Leo Levin), surgeon, 8 Clarendon Place, Leamington; and to Z. Roodyn, medical practitioner, 448 Bethnal Green Road, London.

MR. J. D. JENKINS, chemist and druggist, chairman of the Local Executive of the Cardiff

meeting of the British Pharmaceutical Conference in 1930, was born at Swansea, and served his apprenticeship with the late Mr. Moses Jones of that town. He qualified in 1888, afterwards gaining experience in London, Nottingham, Guernsey, Aberystwyth and Bradford, finally commencing business on his own account at Cardiff in 1898. From the commencement of his association with the city he took an active interest in pharmaceutical politics, and was a foundation member of its Pharmacists' Association.

During the war he was in charge of the dispensary at the Cardiff Barracks and secretary of the local Pharmaceutical Committee. The strenuous work at this time resulted in a serious breakdown of his health. Mr. Jenkins is greatly esteemed by his fellow pharmacists for his energy, and is most popular on account of his genial nature. One of his many activities has been persuasive and persistent work on behalf of the Benevolent Fund, resulting in the collection to date of the sum of £633. His main recreations are wood working and walking. Last year he held the position of president of the Cardiff Pharmacists' Association, chairman of the local branch of the Retail Pharmacists' Union, and chairman of the Pharmaceutical Committee.



MR. J. D. JENKINS

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/512. Aspinall's Neigeline	B/1112. Hannetta vanishing cream
K/2711. Bovolactin Essence	M/2911. Ozocaine
P/1112. Calceose (London source)	S/1112. Pinofluol (London source)
7/1112. Christie's Ecnos hair cream	W/912. Practioner nail-brushes
H/1112. Facial Magnesia (for quick shaving)	B/912. Robot massage rollers
	B/1012. Sexocrin
	A/212. Thyocrin

Observations and Reflections

By Xrayser III

Pharmacopœia Revision

seems to be proceeding on lines that are worthy of every commendation, judging from the report of the Commission which has the work in hand (*C. & D.*, December 7, p. 691). It is particularly gratifying to learn that close and friendly relations have been established between the medical and pharmaceutical authorities, as evidenced by the arrangement for Pharmacopœia research work to be conducted in the Pharmaceutical Society's Research Laboratory. In addition we are told of agreement on the form of future Codex monographs. Other arrangements mentioned in the report indicate that the present revision is to be of a most thorough nature, and I shall look forward to the production of a British Pharmacopœia which will set a model to the world. The Codex, too, is apparently to be dealt with in a similarly systematic way. Your report (p. 689) of the proposed arrangements for revising the book conveys the impression that more enlightened views now prevail with regard to what is necessary to hammer a somewhat heterogeneous collection of information and formulas into a substantial work of reference which may properly be recognised as a standard.

Unqualified Contractors

for the supply of drugs, medicines and appliances are recognised by the National Insurance Act, 1911, and I do not think this recognition has been withdrawn by any subsequent Act. But it is a moot point how far the restriction of the dispensing of medicines to chemists and druggists limits the right of supply by unqualified contractors. One of your contributors (*C. & D.*, December 7, p. 693) seems disposed to, favour a fairly generous interpretation, and would permit the supply of a number of ready compounded preparations by unqualified contractors, provided no directions for use are attached by the person who supplies. He would interpret the word "dispensing" as meaning the handing out of medicine after writing a label with directions for use, and not as also implying the compounding of the medicine. I am not disposed to quarrel with such an interpretation, but I doubt if it is being acted on generally at the present time. It may be that a test case in the High Court will be required to ensure general acceptance, and it will be nothing short of remarkable if a case intended primarily to interpret the meaning of words in the National Health Insurance Acts should bring us the much wanted legal definition of the word "dispensing."

As Anticipated

by some of us, the interference by regional medical officers and others with the panel doctor's right to prescribe what he considers necessary in the shape of medicine for his patients who are insured persons is bringing trouble to chemists. Instances of the kind to which one of your correspondents refers (*C. & D.*, December 7, p. 698) have been mentioned in my hearing, the doctors being stated to have excused their assumed inability to order particular remedies on the ground that economy was being enforced in the interests of chemists. No direct blame was cast upon the chemists by the doctors, but the inference drawn by the insured persons was not in the chemists' favour. There ought to be no hesitation about refuting silly charges made against us in this connection, but there will always be difficulty in entirely removing wrong impressions so long as undue interference with prescribing is allowed to continue.

No Fault

have we, according to Mr. Arthur Mortimer, to find with the Dangerous Drugs Acts as such, our quarrel being with the opportunity the Acts give "for those very enthusiastic and efficient young people in the Civil Service to make regulations" (*C. & D.*, December 7, p. 692). This statement seems to sum up the matter very neatly, for the cause of all our troubles is undoubtedly the action taken from time to time by the unknown and unnamed

individuals in the region of Whitehall. The same idea appears to have been in the mind of Dr. Anthony McCall when he took occasion at the recent dinner of the Bournemouth Branch of the British Medical Association to warn his hearers against the encroachments of bureaucracy upon the individualism of the medical profession (*C. & D.*, December 7, p. 688). You suggest that the chemist and druggist is in a very much inferior position, so far as organisation is concerned, to battle against the poison-gas from Whitehall, and this is probably correct, as the officials of our chief representative bodies are much too fond of truckling to the bureaucrats afflicted with the craze for so-called "efficiency." Often, I fear, the pass is sold before our elected representatives are allowed to consider Whitehall encroachments. And to the extent that such things are possible, you are right in questioning the value of our organisation.

Chemical Balnea

do not occupy so prominent a place in the laboratory to-day as in former times. An exception to this statement must be made, of course, in the case of the water bath, which is one of the most useful aids to chemistry and cookery ever invented. The sand bath, for instance, is, as you say, only "occasionally" used in pharmacy (*C. & D.*, December 7, p. 701). Formerly there were two other varieties of the *balneum siccum*, namely, the *balneum cinerum* and the *balneum scobis ferri* (iron filings). A very short acquaintance with old works on chemistry will impress the most casual reader with the preponderating significance attaching to furnaces of the most varied designs. The directions given by the masters of the craft for the regulation of degrees of heat over prolonged periods offer a marked contrast to modern operations. They were confined to the use of raw combustibles, and the regulation of temperatures could be controlled only by the careful management of flues and, for low temperatures, by the employment of baths, the sun's rays (when available) and even the dunghill. At a very early period it would be found necessary to use great care in the melting of fats, and experience in this matter would quickly accumulate when men began to cook animal foods. Perhaps the earliest record we possess of the use of a water bath is in the Theophrastean treatise "On Odours," in which the author says that "all the cooking [for the extraction of perfumes], whether to produce the astringent quality or to impart the proper odour, is done in vessels standing in water and not in actual contact with the fire; the reason being that the heating must be gentle and there would be considerable waste if these were in actual contact with the flames; and further the perfume would smell of burning" (Sir Arthur Hort's translation).

Balneum Humidum Immersionis

was the more precise name by which the water bath of Theophrastus came to be known in later times. It is not usual for us to distinguish between the water bath, in which the digesting vessel is immersed, and that where the vessel is submitted to the vapour of boiling water. This latter used to be known as the *balneum vaporosum* or *balneum roris*, names which are self-explanatory. The great importance of giving exact instructions as to the means to be adopted for applying correct degrees of heat in the days when thermometers were unknown is curiously illustrated by a little book published in the seventeenth century. It is what to-day would be called a handbook on practical chemistry. The author was Zacharia Brendel, and its title is "Chimie in Artis Formam Redacta." My copy is the second edition, edited by Werner Rolfinck and published in Jena in 1641. This little treatise of about 190 pages is systematically arranged in sections and chapters according to the varying degrees of heat and the different kinds of baths required for the performance of the typical operations the author makes use of for the instruction of his readers. For the pharmacist interested in the history of his craft it is most entertaining because the various processes described are strictly pharmaceutical; for the chemical historian it forms a useful commentary on the writings of better-known antecedent authors in chemical and medical literature.



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Editorial Articles

Interim Report on Salesmanship

In writing the Septuagint (thus a legend runs), the seventy were so miraculously guided that, working independently, they all set down identical words. Something of the kind must have happened to the Committee appointed by the President of the Board of Education in October 1928 "to consider the problem of Education for Salesmanship . . . at home and overseas," the principal difference being that this Committee, which comprises a membership about half the size of the one just referred to, threatens to produce reports running to double the length of the "LXX." Its first interim report, dealing with British marketing overseas, consists of forty-one octavo pages considerably issued at the modest price of fourpence—to the end, presumably, that on this occasion at least there shall be no complaint of British prices being too high. Further, each chapter is provided with a summary of contents. When they do agree in Whitehall, their unanimity is wonderful—and so, it may be added, is their Whitehall English. Some qualms in the matter of covering ground already trodden may be ascribed to the Committee, for in the introductory chapter of their report they remark: "If in some degree we have dealt in this Report with subjects that have already been discussed in the highly valuable Final Report of the Balfour Committee on Industry and Trade . . . we are confident that the urgent importance of securing the attention of British manufacturers and merchants to the need . . . will be regarded as an example excuse." To this sentence (extending to ninety-five words in the original) they add: "Reports of Government Committees are not, unfortunately, so widely and thoroughly read . . . [again we compress] as to make a certain degree of repetition anything but an advantage to the national interest." But the final report of the Balfour Committee can hardly be said to stand alone: it was the culmination of a series of seven reports dealing with various aspects of British industry and commerce, and published at prices amounting in all to 33s. 6d. It seems to follow that the present Committee's efforts should be directed to the presentation of what is, after all, relatively a well-understood matter in so alert and trenchant a manner as to compel notice, even if the element of novelty is lacking. Instead, we have too many sentences on the following model:—

Our evidence emphasises that the ideal representative in a foreign market is one who has the standing of a principal in the firm which he represents, and as this is obviously not always possible, then a representative of the calibre and attainments corresponding to a principal is desirable if British trade overseas is to make progress in the face of modern competition.

The looseness of this style of writing hardly needs indicating. An overseas representative is either a principal or he is not: if he is not, his calibre and attainments may correspond to many things but cannot well correspond to a principal. We might analyse this curious sentence further; but we prefer to notice one or two of the few features of interest discoverable among the numerous facts in the report. In a newly-established European state, we are told (p. 9), no objection is raised, in respect of certain classes of goods, to a price difference of from 10 to 15 per cent.; this, however, is the limit beyond which prospective purchasers will not advance. Again, a witness is quoted (p. 29) as saying that an export manager "should hold that deliveries on the promised date are as important as his prayers." And a piece of evidence from Africa—"ex Africa semper aliquid novi"—is apposite:—

"A typical instance of my experience in this connection was that of a man, a chemist, printer and newspaper editor, who was a Londoner born and an enthusiastic Imperialist. He told me that he had as far as possible confined himself to the purchase of British articles, but 'sentiment was growing thin' and unless he patronised the foreigner he could not compete in business. American advertisements filled his newspaper; he was deluged with foreign catalogues advertising every conceivable article; while foreign travellers continually visited him, quoting out prices against his stock and offering him most favourable terms of deferred payment. Against this he never received a British catalogue and had forgotten the last visit of a British traveller. . . ."

We are promised another interim report and a final report by the Committee. It rests with them to decide whether these shall be couched in the vague and nerveless phraseology beloved of Government departments, or whether they shall hold the attention of the busy and not uninformed people to whom they should appeal.

Outlook for Linseed Oil

ALL indications as regards the future supplies of linseed as already outlined to some extent in our issue of September 21 last (*C. & D.*, p. 350), point to a continued stringent outlook for the oil-product. At about that period markets were very excited, with a phenomenal inflation in values, linseed oil advancing to as high as £46 per ton on the spot in London, naked ex mill, and linseed itself fluctuating upwards of £24 per ton. In the circumstances, we suggested the possibility of the precarious outlook for seed as having been already discounted in anticipation of some reaction, as has actually happened within the past two months. Prices, indeed, declined very considerably and rather more than was anticipated, while the reaction was no doubt accelerated by the American financial crisis, under the influence of which heavy speculative commitments were to a large extent eliminated. Linseed-oil prices thus fluctuated erratically downwards by about £2 10s. per ton more or less in sympathy with raw material. The setback in the value of the seed has been comparatively greater in consequence of the occasionally quite liberal offerings of new crop both from the River Plate and India, while a much freer movement of supplies has been attracted from the latter source at high prices. Last week, however, markets were strong, with spot oil again reaching £46. The most striking feature in the distribution of the world's shipments for the current year has been the much larger quantities of Argentine seed absorbed by the United States, besides the good tonnage dispatched to Canada. Indeed, whereas approximately 200,000 tons more than last year have gone to the

United States in spite of a shrinkage of about half that amount in the total world's shipments, the filling of European trade needs has been curtailed to the extent of, roughly, 300,000 tons. America's large extra requirements in seed, apart from the considerable quantities of oil drawn from European ports, have certainly played an important part in the "boom." This fully confirms the views which we expressed nearly three months ago. There has been a growing deficit in the arrivals on this side, as indicated by the returns given below:—

U.K. imports (Jan.-Oct.)				1928	1929
				Tons	Tons
From	Russia ..	..	..	Nil	Nil
	Argentina ..	..	..	261,166	197,456
	British India ..	..	..	30,885	57,173
	Other countries ..	..	..	15,215	8,027
Total ..				307,266	262,656

It will be seen that the receipts from the Argentine Republic for the ten months show a decrease of almost 64,000 tons, while British India contributed about 26,300 tons more than in 1928, thus making up somewhat for the above decrease. On balance, therefore, a deficit of approximately 44,600 tons is apparent. This obviously means that the manufacture of home oil has been considerably reduced, but much larger quantities of Continental oil have been imported on balance, the total actually imported for the ten months being 23,149 tons, against 18,892 tons, the corresponding figures for last year. At the same time, exports of home-made oil have experienced a setback of nearly 2,300 tons to 16,112 tons, in spite of a fair tonnage shipped to the United States from Hull. The home outlet has undoubtedly been handicapped by the inflated price. Home crushers, of course, are up against the abnormal dearth of seed, which has inevitably resulted from the threat of "famine" conditions in the course of next year and keen foreign competitive buying. Their operations will perforce be kept at much under the normal over a considerable period, even in the event of the acreage in North America for the next season being materially enlarged under the stimulus of the high prices ruling. The main factor is that, whereas some time ago it was thought that preliminary forecasts from private sources of a decrease of about 25 per cent. in the new River Plate crop were unduly pessimistic, such a deficit is now seriously taken into consideration. This means that about 500,000 tons less will become available for export from Argentina within the next twelve months, which is certainly very serious for the world's markets. The latter are now materially affected by the growing scarcity of spot and near seed over the end of the year. The old River Plate surplus has already been accounted for, and importers are anxiously looking forward to the dispatch of new seed about the end of January. Calcutta spot linseed lately stood at £23 7s. 6d. and Argentina at about £21 17s. 6d., thus commanding substantial premiums compared with terms ruling for new crop April-May shipment at £20 10s. and £19 12s. 6d. respectively. There has been a lively speculative demand latterly at around that level. The quantities now afloat to European ports from the River Plate and India combined are extremely small, amounting to about 37,000 tons against 120,000 tons a year ago. Linseed oil eased somewhat late last week to £45 10s., and this week a further decline to £45, ex mill, has taken place, this figure marking a premium of about £5 over the current value covering January-April contracts.

THE DUTCH MARKETS.—A handsomely produced brochure (12½ in. by 10½ in., pp. 21) has been issued by "De Telegraaf" and "De Courant—Het Nieuws van den Dag" of Amsterdam, setting forth the possibilities of Holland as a market for British proprietaries and other goods. Applicants for copies should be sent to Mr. H. Guy Rawlins, 7 King's Road, Richmond, Surrey.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

Local Reports

ENGLAND AND WALES

Flintshire.—At the annual meeting of the Insurance Committee, held recently, it was stated that the Committee was responsible for medical benefit for 40,250 insured persons during the past year. There were ninety medical practitioners and fifty-four chemists' shops in the area. During the year the Committee paid the medical practitioners for treatment £17,920, for drugs £1,478, and for mileage £2,190. Chemists received £3,700 in respect of 102,577 prescriptions. The average cost per prescription was 8½d., and the average cost per insured person was 3s., which is considerably higher than the average for Wales.

London.—A meeting of the London Pharmaceutical Committee was held on November 19, Mr. W. E. D. Shirtliff in the chair. The Committee decided to send a circular letter to chemists with regard to the use of unstamped proprietaries for Insurance dispensing. A report of the proceedings at the recent Conference of Pharmaceutical Committees was received. The secretary reported *inter alia* comparative figures relating to dispensing for August 1928 and 1929 as follows:—Number of prescriptions, 559,230 and 552,187; cost of ingredients, £3,474 3s. 11d. and £8,261 6s. 1d.; dispensing fees, £10,206 2s. and £10,080 17s. 6d.; average cost of ingredients, 3.64d. and 3.59d.; average dispensing fees, 4.38d. and 4.38d.; total number of persons on list, 1,816,512 and 1,839,123. The report also stated that the election of members of the London Insurance Committee to hold office for five years had just taken place, and the Minister of Health had appointed Mr. A. R. Melhuish and Mr. G. A. Tocher as pharmaceutical representatives on that body. The report was adopted.

Smethwick.—The Smethwick Insurance Committee met on December 3, when the Pharmaceutical Service Subcommittee further considered a test case (*C. & D.*, November 9, 560). Results of three further tests were submitted to the Subcommittee. The first test was carried out in the usual manner, and the analyst's report was that the amount of sodium bromide in the sample submitted was deficient to the extent of 1 per cent. In the second test a solution of 200 grains of sodium bromide in 5ij of water was taken from the ordinary stock of a chemist. In this case the analyst reported that the actual amount of sodium bromide was deficient to the extent of less than 1 per cent. In the third test 200 grains of sodium bromide was taken from the same chemist, again from the ordinary stock, and placed in a bottle and corked. For a period of two weeks this bottle was kept under conditions closely approximating to those existing in a chemist's shop. During this period the bottle was left uncorked for three days when the atmosphere was exceptionally heavily laden with moisture. On other days the cork was taken out for short periods and replaced. The contents of the bottle were reweighed by the chemist at the expiration of the period of two weeks, when the weight was approximately 212 grains, indicating that the sodium bromide originally weighed out had absorbed 6 per cent. of moisture. The Subcommittee also received particulars of a test carried out on the initiative of a chemist member. This test was made by placing a quantity of sodium bromide in an open dish, and measuring the quantity of moisture absorbed at intervals during twenty-four hours. The result of this test was that approximately 28 per cent. of moisture was absorbed in twenty-four hours. A letter was received from the respondent, in which he stated that he did not desire to offer any further observations, that he very much deplored the error being made, and that he wished to convey his apologies. The Subcommittee unanimously adopted a recommendation, however, that the respondent should be severely censured.

Stockport.—At a meeting of the Insurance Committee for the Borough of Stockport, held recently, the chairman said that since 1922, sixty-eight samples had been taken under the testing scheme, and it was only

necessary to take disciplinary action in one case, in which a fine of £1 was imposed. He considered that the pharmaceutical service in the Borough was of a very satisfactory and efficient character; the relations between the doctors, chemists and Committee had always been of a very cordial nature.

SCOTLAND

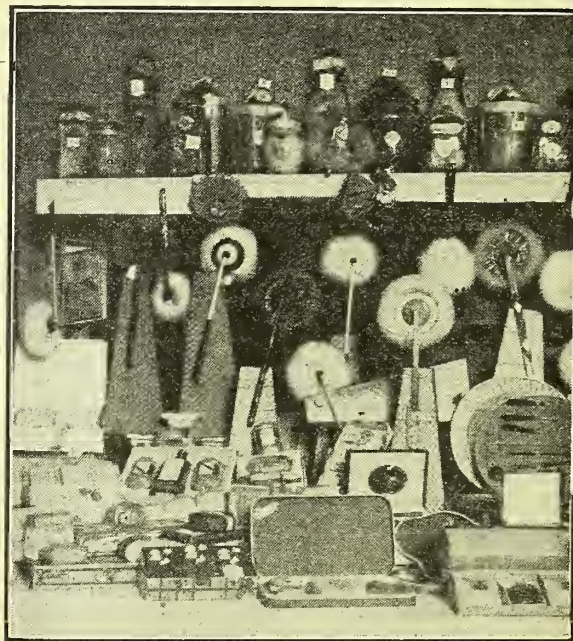
Forfar.—At a meeting of Forfar (Angus) County Insurance Committee held in Forfar recently it was reported that the number of insured persons in the area on October 1 was 28,963, and for the quarter ended September 30, £3,104 was paid to doctors and £464 7s. 10d. to chemists.

Moray.—At a meeting of Moray and Nairn Insurance Committee at Elgin recently it was stated that a total sum of £2,364 had been paid to panel doctors and chemists in the past quarter. Of this sum, doctors had received in fees £1,554 and in mileage allowances £490.

A Christmas Display

By A. C. Cannon

My pharmacy being small and easily overcrowded it has been my practice for several years, at Christmas time, to take a room from the living part of the house. Four trestle tables were borrowed and fitted around the room. At the local newspaper office, for a few pence, was bought "an end" of a roll of paper on which the newspaper is printed. The tables are covered with this paper and also draped around the front. No real attempt at colour scheme is made, but different makers' goods are massed and each has a separate part. One table is devoted to back puffs, shingle sets, etc.



Another table is devoted to cut-glass and other puff-bowls with coloured puffs dotted between them, and behind these are perfume sprays of all colours. At the end of this table is a stand with coloured handkerchief puffs and coloured hot-water-bottle covers. The remaining table is devoted to a proprietary lavender at one end and a second at the other. Between these are representative shows of well-known makes. Around the edges of the tables are hung rubber hot-water bottles in different coloured covers. The whole object of the display is to lay goods out so that the customers can choose with the minimum amount of handling; everything being clearly priced, the buyers feel that they can pick out just what they can afford, and can see a range of goods which they otherwise could not do.

Pharmaceutical Society of Great Britain

Evening Meeting in London

THE second evening meeting of the winter session was held in the lecture-theatre, 17 Bloomsbury-square, W.C., on December 11. The president (Mr. L. Moreton Parry) occupied the chair, and among those present were: Messrs. Wells, Melhuish, Jenkin, Adams, H. T. Brown, Skinner, Humphrey, Barrs, Fouracre, Brewis, Linnell, Browne, Ellerington, D. Hooper. Mr. L. Moreton Parry said that he was pleased to see such a fine gathering, and the good attendance proved that the evening meetings were increasing in popularity. Dr. Pickles, F.I.C., who would address them on "Rubber Manufacture," was chairman of the library committee of the Research Association of the British Rubber Manufacturers, and had had a long and extensive experience in the chemistry relating to rubber.

Rubber Manufacture

[ABSTRACT]

Some of the earliest applications of rubber were in the construction of medical and surgical appliances, but the description by La Condamine in 1706 of the use of rubber in the fabrication of garments, shoes and bottles by the natives of the Amazon valley affords ample evidence of the utilisation of this natural product long before its introduction into Europe. As early as 1752 pieces of solid caoutchouc had been used in France for erasing pencil marks, and according to Priestley, this practice (which was responsible for the name "rubber") had been adopted in England in 1770. The chief obstacle to its more extensive application was the difficulty of manipulating the somewhat intractable material. Little was known regarding suitable solvents for rubber until, in 1763, the use of turpentine for this purpose was suggested by Herissant and Macquer. Shortly afterwards purified ether was suggested by Macquer (1768), and rectified petroleum by Fabroni in 1791. Groissart, in 1791, succeeded in making tubes from strips of raw rubber, softened first by heat and then made adhesive by treatment with ether. He drew attention to the value of rubber for surgical purposes and the advantages of a material, both flexible and elastic, for the manufacture of articles such as tourniquets, bandages, elastic stockings, ice-bags, hot-water bottles, stomach pumps, rectum tubes and catheters were immediately appreciated. In 1788 an article on elastic bandages was written by U. C. Lynde, and in 1790 ligatures were made from rubber after softening by heat. In 1791, also, Dr. James Anderson suggested the use of rubber for a variety of purposes, including surgical appliances, and mentions catheters. These early specimens must have been somewhat crude in character, made, probably, by surgeons or apothecaries themselves, but as the demand increased, workshops were established like that of Thomas Hancock in Goswell Mews. In 1824 the first rubber surgical instrument shop was opened by John Hancock in Agar Street, near Charing Cross Hospital. From this period onwards the rubber surgical trade made rapid progress, and the early catalogues of the firm of S. Maw & Sons—several of which were exhibited—bear witness to the increasing variety and utility of the appliances manufactured in the first half of the 19th century. Slides were shown to give an idea of the character and variety of surgical articles made during this period. The lecturer then dealt with the botanical sources and the introduction of the tree into the East by Sir Clements Markham and others.

The practical discovery of forming of sulphur compounds of caoutchouc was a most momentous event in the history of rubber manufacture, for these sulphur compounds constitute vulcanised rubber, a modification in which the properties of the original material are profoundly changed, and which possesses remarkable stability and resistance to atmospheric influences. Moreover, it retains in an enhanced degree the elastic properties of the raw material. For possibly hundreds of years the South American natives had made shoes, clothing and bottles, which served their purposes quite well; some of these are still in existence in good condition. The rubber industry in this country was estab-

lished and had attained quite considerable dimensions before the discovery of vulcanisation. The lecturer referred to the process of vulcanisation discovered by Goodyear (about 1840), and Hancock's patent in 1844. In 1846 Alexander Parkes discovered that surface vulcanisation could be produced quickly and without heating by merely immersing rubber articles in a solution of sulphur chloride. This process became known as "cold vulcanisation," and is of course only applicable to thin articles.

Rubber manufacture may be stated to consist of taking the raw material, incorporating with it the sulphur and ingredients necessary to give the properties and consistency required in the finished product, building up the desired articles and vulcanising them. The process may be divided into six operations: (1) *Examination* of the raw material and, if necessary, its washing and drying. The washing is done on cold iron rolls with plain or grooved surfaces, revolving in opposite directions at different speeds, the rubber being first torn apart and then sheeted again into thin crepe. During the process, water is sprayed on to the rubber from above, the impurities are washed out and pass away in the wash water. The thin sheets of rubber are then hung upon racks in drying chambers where warm air circulates, or placed in vacuum dryers. (2) *Mastication*.—This second process has for its object the reduction of the rubber to a plastic mass in which condition it is capable of receiving and absorbing sulphur and other ingredients, such as pigments, materials to strengthen, stiffen or soften the product. (3) *Mixing*, in which the actual incorporation of the other ingredients takes place, added to produce definite and specific effects in the finished products. The mixed rubber finally leaves the machine in the form of a large sheet $\frac{1}{4}$ in. to $\frac{1}{2}$ in. in thickness, usually weighing between 50 and 100 lb. Another type of machine known as the enclosed mixer is coming more and more into use, which is capable of dealing with much larger batches. In these the mixing is done in hollow cylindrical vessels in which revolve two intermeshing shaped spindles, and the rubber is kneaded between the surfaces of the spindles and the sides of the containing cylinder. These machines are very strongly constructed, the different parts being fitted with heating and cooling arrangements. Batches weighing over 1,000 lb. can be mixed in some of these internal mixers. (4) *Processing*.—After mixing the next treatment of the rubber depends upon the type of article for which it is intended. The sheeting of rubber is done by calendering. The calender is also used for the process known as frictioning when it is required to produce sheets of fabric coated on one or both sides with rubber, e.g., insertion sheeting, belting and the rubberised fabric for motor tyres. Another method of coating fabrics, and one which is principally used in the manufacture of waterproof garments, is that known as spreading. In this process the calender is dispensed with, mixed rubber being taken and made into a thin dough or thick solution by means of solvents such as coal tar naphtha, benzene, etc. This is then applied to the cloth in spreading machines. Several coats of rubber are applied until the required thickness is obtained. From these fabrics are made hospital sheetings, hot water bottles, mackintoshes of all kinds, bathing caps, sponge bags. There is still another method of producing sheet rubber, namely, that used in making what is known the world over as English cut sheet. This is a pure quality material without any admixture of sulphur or minerals, the rubber being usually vulcanised by the cold cure process or by immersion in a bath of molten sulphur. Cut sheet has been largely used in the manufacture of surgical articles, rubber gloves, teats, etc., but many of these articles are now made by the process known as dipping. In this process the pure rubber is treated with a solvent, e.g., benzene or naphtha, and a viscous solution is obtained into which are dipped moulds of the desired shape, made of glass, porcelain or wood coated with cellulose varnish. For many purposes it is not necessary to have the rubber in sheet form before making up, and in the manufacture of tubing, hose pipes, rubber cord and strips which are required in long lengths, another process known as forcing or extruding is resorted

to. Mixed rubber is forced forward by the operation of a screw and extrudes through a nozzle, which contains a shaped die. The shaped rubber is received in trays or run on to belts placed outside the machine, and in this way it is possible to obtain the finest tubing such as that used on cycle valves, as well as the thick massive baulds seen on solid truck tyres. (5) *Assembling*.

—Various processes of making up or assembling of the sheet rubber or rubber-coated fabrics into the numerous articles of utility collectively known as rubber goods. Many are very simple, involving only the cutting of the rubber roughly to shape and placing it in metal moulds. Others, like the making of hose and rubber boots and shoes, require considerable labour, whilst the building up of such articles as motor tyres are lengthy operations, demanding the skill and experience of the craftsman. (6) *Vulcanisation*.—In all cases, however, the final stage of manufacture is that of vulcanisation: (1) hot vulcanisation, brought about by the action of sulphur in the mixed rubber, when heated, and (2) cold vulcanisation by means of sulphur chloride, either in solution or in the form of vapour. Moulding plays a great part in the final shaping of many articles which are made up roughly by hand on formers. In addition to mould and press curing, there is the process known as open steam vulcanisation. In this case, the goods to be vulcanised are laid on trays and lightly covered with French chalk. The trays are then placed directly into open vulcanisers into which live steam is admitted. Long length tubing and rubber cord produced in the forcing machine are generally vulcanised in this way, as are also canvas-lined hot water bottles and many small articles. Hose pipes and rubber-covered rollers are often wrapped with cloth and cured in open steam. Long length piece goods, such as hospital sheeting, packing and insertion sheeting, and certain types of flooring, are wrapped on hollow drums with cloth liners between the layers of rubber, to prevent sticking, the whole being covered with waterproof wrapping tightly secured at the ends. The drums are then placed on carriages and run into large horizontal vulcanisers. A vulcanisation process which was at one time very generally used for curing surgical articles was that of immersing the objects in a bath of molten sulphur. Some of the sulphur was absorbed by the rubber, whilst the heat of the remainder facilitated the necessary combination. This process is still used in the production of a few special articles, but has been largely replaced by cold curing. Hot air vulcanisation is also made use of for certain classes of goods, notably rubber boots, shoes and goloshes. These articles are given a glossy finish by coating them with a drying oil varnish and oxidation (together with heat) is necessary for the setting of the varnish. Finally, there is cold vulcanisation by means of sulphur chloride, which is applied to the thin layer of rubber on waterproofed fabric intended for garments, to many articles made from cut or calendered pure rubber sheet.

The precautions which should be observed, if rubber articles are to be kept in good condition for a long time, may be summed up as follows:—The goods should be kept at a relatively low temperature and protected from exposure to bright daylight; the relative humidity of the atmosphere should be kept as high as possible; contact with deleterious substances, such as copper, should be avoided; sharp folds or local tension should be absent.

The lecture was illustrated by numerous lantern slides, showing the various stages from production of the latex to the operations conducted by machinery.

The President thanked Dr. Pickles for the interesting lecture and commented on the amount of information which has been packed into it.

Mr. David Hooper proposed the vote of thanks to the lecturer for his exhaustive treatment of the subject. No part of the industry had been omitted.

Mr. Ellerington seconded the vote of thanks, which was carried in the usual manner.

Following applause, Dr. Pickles thanked the audience for their sincere reception. He wished to express his thanks to S. Maw, Son & Sons for the loan of some of the exhibits, and to the Research Association of the British Rubber Manufacturers for the loan of the slides.

Branch Meetings

Leeds.—There was a large attendance of members at a meeting of the Leeds Branch held on December 5. Mr. J. Judge occupied the chair, and papers were read by Mr. Paul Dobson on *Display for the Chemist* (see p. 710) and by Mr. G. C. Crummack on *The Need for a Communal Laboratory*. Mr. M. E. Murray, in proposing a vote of thanks to Mr. Dobson, said he did not entirely agree with the speaker as between open and mass display. Mr. H. Gilleghan, seconding, said that probably chemists preferred mass display, because open display needed more attention than they could give. Mr. Dobson, in reply, agreed that mass display was sometimes very valuable, but regarded open display as more effective. Mr. G. C. Crummack then read his paper, giving details of a scheme which he had conceived with a view to the possibility of establishing a communal laboratory by the Leeds chemists for testing purposes. There were many everyday problems into which the average chemist had no time or inclination to inquire, nor had he suitable apparatus for experimental work. The scheme Mr. Crummack had in mind was that members be asked to send details of any unusual prescriptions, such as incompatibles, to the committee, these to be the subject of discussion and, if necessary, of experiment; that unsatisfactory formulas be considered and work undertaken by members of committee and other volunteers, with a view to improvement; the devising of simple methods of testing for use in the dispensary to detect impurities; the testing of stability of solutions that might be made in readiness for dispensing; the testing of dressing so far as was practicable. Members of the branch had been circularised in regard to the first proposal, but the response had not been very great. While the Pharmaceutical Society and the wholesale houses were carrying on biological and chemical research, he saw no reason why practising pharmacists should not be doing all the experimental work needed in pharmacy proper to keep pharmaceutical products abreast of medicine and therapeutics. Equipment and maintenance would be by voluntary subscriptions of members. The work to be done in the laboratory would have to be approved by the committee, and could be done at approved times by the member concerned or one of his staff. He felt it was essential under modern conditions that chemists should be in a position locally to control analytically the substances they used. The chairman said this scheme sounded rather startling at first, but it was strikingly interesting, and he did not think it was entirely beyond the bounds of possibility. Mr. A. W. Lupton said Mr. Crummack's scheme was an ideal, and he thought some, at any rate, of its suggestions were quite practicable. Mr. J. Lancaster said he was greatly in sympathy with the scheme, and would like to see it materialise. Mr. Carrick Foster said the scheme was admirable, but he wondered whether it would produce much information for chemists which they could not already obtain by inquiry of the trade Press. Mr. J. F. Simon thought the idea was excellent, provided the necessary financial assistance was forthcoming. Mr. H. Gilleghan agreed that the scheme had many valuable points, and there were many difficulties in everyday work on which chemists desired information; but the R.P.U. was already doing a good deal of work in this direction, and he began to feel that if Mr. Crummack's idea were adopted in Leeds and spread over the country the R.P.U. would soon be going out of business. To a limited extent Mr. Gilleghan did believe much good work could be done for chemists, even in regard to the Codex. Mr. Peters said he would like to support a scheme as proposed, but did not see how it could be carried out. Mr. Fearnley said he supported the idea, but a scheme like that would need much more thinking out than at one or two general meetings. Mr. M. E. Murray said he thought they were all agreed as to the scheme's desirability, but doubtful of its feasibility. Mr. Crummack, replying to the discussion, said he hardly expected such a scheme to be accepted immediately in its entirety, but he thought the tone of the meeting had been such as to encourage the committee of the Branch, if it thought fit, to go forward.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbiling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, December 12

THE Mining Lane produce markets have been quiet, as is not unusual in the closing weeks of the year. Fiscal uncertainties in regard to the next Budget continue to hamper the sugar market, although prices are low. Additional large sales were negotiated in new crop Cuban at concessions, but British refiners maintain their terms to the trade. Renewed weakness was apparent in forward pepper under lack of interest. Plantation rubber fluctuated a little, being inclined to harden again on a fair demand and firmer American advices. The monetary outlook seems favourable enough and there has been a big influx of gold this week into our Central Institution, which is all the better on the approach of the year-end, but a further reduction in the Bank Rate is unlikely to take place for at least another month in the opinion expressed in banking circles. Conditions in the heavy industries seem to be shaping in the right direction, despite the fear of foreign competition, but this is not reflected yet in any diminution in the ranks of the unemployed. Business in pharmaceutical chemicals is mostly for current requirements, as is usual at this period of the year. About the only change is a reduction in makers' prices of citrates; tartaric acid is weak and the falling prices are due to competition among foreign makers, raw material continuing very firm. In the group of industrial chemicals, business is of fairly good volume. Acetic acid and acetone are in brisk demand; formaldehyde is steadier, and zinc oxides are cheaper. Among the aromatic seeds, coriander on c.i.f. terms has fluctuated, closing higher, however. Fennel is rather cheaper on the spot. Cardamoms at auction were fairly steady to slightly easier and bids after the sale were accepted. Menthol and Japanese peppermint oil are easier. Among the so-called vegetable oils, quiet markets continue to be reported, coconut oil being the only bright feature. Linseed oil is slightly easier, and turpentine on balance is about level; castor is slow of sale, and Hankow wood oil is easier.

Higher	Firmer	Easier	Lower
Coconut oil (Ceylon)	Acid oils	Angelica oil	Cajuput oil
Coriander seed (c.i.f.)	Anise oil, star	Bergamot oil	Farina (Dutch)
Hydrochloric acid (1930)	Sassafras oil	Cloves (Zan.)	Fennel seed
Sodium sulphide		Linseed oil	(spot)
		Lubricating oils	Ferri ammon. cit.
	Steadier	Menthol	Lemon oil
		Orange oil	Pepper
		Palm kernel oil	Pimento (c.i.f.)
		Peppermint oil	Potash citrate
		(J.p. dementh.)	Shellac
	Formaldehyde	Wood oil	Sodium citrate
	Rubber	Zinc oxides	

Crude Drugs, etc.

ANTIMONY is steady, with holders of Chinese regulus on the spot asking about £31 10s. and £29 5s. c.i.f. Chinese crude is still nominal at about £25 10s.; English refined high-grade is £52 to £52 10s., and good ordinary brands at £45.

BALSAM TOLU is steady but not in much demand at 4s. to 4s. 3d. for good hard bright.

CADMIUM.—There is no new feature, but a steady regular business is being done by Canadian and Australian agents, with spot prices maintained at 3s. 11d. to 4s. per lb. according to quantity.

CARDAMOMS.—At auction on December 5, 51 cases offered and 10 sold, comprising Ceylon-Mysore, bold pale bleached at 7s. 10d., fair bold palish, 5s. 4d., medium dullish 4s., and small lean 3s. 8d. Bold pale splits 5s. 5d. per lb. At a further auction on December 9, 49 cases offered and 21 sold at fairly steady to slightly easier rates, comprising good bold bleached at 7s. 9d., bold brown at 5s. 5d. and medium at 4s. 7d. to 4s. 9d. Bids after the sale were all accepted.

CASCARA SAGRADA.—The landings in London during November were nil and the deliveries 16 tons, leaving a stock of

125 tons against 296 tons last year; the landings to date (November 30) have been eight tons, against 105 tons last year, and the deliveries to date 176 tons against 131 tons a year ago.

CHAMOMILES.—Belgian are in steady demand at from 250s. to 300s. per cwt. according to quality.

CINCHONA.—At auction at Amsterdam on December 14, 1,204 packages Java pharmaceutical bark offered, weighing 42,890 kilos and containing the equivalent of 1,069 kilos quinine sulphate. Of this quantity, 221 bales and 547 cases, weighing 27,015 kilos, with a quinine content of 620 kilos, sold at from 32½c. to 75c. per half-kilo. The next auction will be held on January 8.

CLOVES are dull and easier, with sales of Zanzibar on the spot at 11½d. per lb. To arrive, October-December is quoted at 9½d. per lb. e.i.f., and January-March shipment at 9d. c.i.f.

The landings of Zanzibar in London during the week ending December 7 were 475 and the deliveries 335, leaving a stock of 858, against 2,456 in 1928 and 9,508 bales in 1927. The landings of Zanzibar to date (January 1 to December 7) have been 8,103, against 14,211 in 1928, and the deliveries to date have been 9,622, against 19,436 in 1928. The landings of Madagascar to date have been 848, against 2,696 in 1928, and the deliveries to date 2,379, against 1,441 in 1928.

CORN PRODUCTS, ETC.—Guaranteed water-white English glucose (corn syrup) is 22s. per cwt. for December-March delivery; American is 22s. ex store, London. Dutch maize starch powder (cornflour) is 15s. 6d. per cwt. on the spot; American up to the end of the year is 16s. 3d. per cwt. ex store, London. Pearl starch is 15s. 9d. per cwt. ex store, London. Dutch maize starch crystals is 21s. on the spot, and American up to the end of the year is 16s. per cwt. ex store, London. Dutch dextrin is quoted at 22s. to 26s. per cwt. on the spot as to quality. American canary is 19s. 4½d., and white 19s. 1½d. ex store, London. Dutch farina is 12s. per cwt. on the spot, and to arrive 9s. 9d. per cwt. f.o.b. is quoted.

DRAGON'S BLOOD.—Reboiled Singapore lump is unobtainable. The recent arrival of 20 cases largely consists of ordinary Singapore slabs with little colour.

GUINEA GRAINS are quoted on the spot at from 1s. 4½d. to 1s. 6d. per lb. Cheap parcels have all disappeared and there is no news of any further shipments. Higher prices may rule.

IPECACUANHA remains steady, with Matto Grosso offering at 16s. and Minas at 15s. per lb.

The landings in London during November consisted of 27 Matto Grosso only, the deliveries being 30 Matto Grosso. The stock of Matto Grosso on November 30 was 171, against 240 a year ago; the landings of Matto Grosso to date have been 451, against 380, while the deliveries have been 456, against 377 a year ago.

LIQURICE ROOT is quiet. Natural is quoted at 16s., single peeled at 30s., and decorticated Anatolian at 45s. per cwt. on the spot.

MENTHOL has an easier tendency, with spot sellers of Kobayashi-Suzuki at 15s. 9d. to 16s. per lb., and probably less for quantity; to arrive, January-March shipment is quoted at 14s. 9d. per lb. c.i.f.

MERCURY continues very firm, with a well-sustained trade demand. Fairly large quantities came to hand from controlled sources during the past few weeks, but these have been already pretty well cleared, only small lots being left in stock. Official net terms for available parcels ex wharf of at least ten bottles stand at £22 7s. 6d. per bottle, while the c.i.f. price for prompt shipment, net terms, is £21 17s. 6d., plus cost of financing shipments, this rate being based on a minimum of 50 bottles. Terms for forward shipment of good quantities, upwards of 50 bottles, are called £21 15s. per bottle, net. In the open market there is apparently very little waiting for disposal, and dealers and merchants ask £23 to £23 5s. per bottle, less 3 per cent. discount. The market seems stabilised for the remainder of this year.

OPIMUM.—The following report has been received from Turkey:—

CONSTANTINOPLE, December 1.—During the past fortnight arrivals were as follows:—Druggists', 739; "softs," 261; and Malatia, 108 cases, compared with 1,378, 357 and 97 cases respectively in the corresponding period of last year. Sales included 53 cases druggists' at £T34-39 per oke, 28 cases "softs" at £T38-41½ per oke, and 43 cases Malatia at £T37-39½ per oke. Stocks totalled: Druggists', 457; "softs," 72; and Malatia, 77 cases, against 1,207, 292 and 124 cases respectively in 1928. Sales have continued normal during the past few days and the demand continues good. Sowing is taking place under very favourable conditions.

PEPPER is quiet and lower. Singapore is now 1s. 1d. per lb. spot; October-December shipment is 11½d., and January-March 11½d. c.i.f. Lampong is 1s. 1d. spot. Sales for shipment include October-December at 1s. 0½d. to 1s. 0¾d. to 11d., also January-March at 11d. c.i.f. Tellicherry is 1s. 2½d. spot, and January-March shipment is 11s. c.i.f.

Alleppy is 1s. 2d. spot, and January-March shipment 112s. c.i.f. White Muntok is 2d. lower at 1s. 7d. spot; to arrive, the sales include October-December shipment 1s. 5½d. to 1s. 6½d. to 1s. 4½d., and January-March at 1s. 6½d. to 1s. 7½d. to 1s. 4½d. c.i.f.

PIMENTO is quiet at 10d. per lb. on the spot, and for December-January shipment sellers quote 36s. per cwt. c.i.f.

RUBBER is steadier and about ½d. per lb. dearer on the week. In spite of the ever-increasing stocks, there continues a steady demand, and it would appear that there is a firm resistance whenever the spot price is inclined to go below 8d. per lb.; this has been particularly noticeable during the past week. The position in America remains unchanged, and the trade demand from that quarter does not show signs of an immediate improvement. Arrivals last week totalled 2,024 tons, whilst deliveries were 1,131 tons, showing a further increase of 893 tons in the stocks. The London stock now stands at 53,431 tons, against 16,517 tons at the corresponding period last year. The Liverpool stock has also increased, and now stands at 17,922 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and December, 8½d.; January-March, 8½d.; April-June, 8½d.; July-September, 8½d. per lb.

SARSAPARILLA.—The landings in London during November were nine bales and the deliveries 22, leaving a stock of 83 against 123. The landings to date (November 30) have been 302 bales against 319 a year ago, and the deliveries to date 327 against 343 a year ago.

SEEDS.—ANISE.—Spanish is 67s. 6d. and Russian 31s. per cwt. on the spot. CANARY.—Mazagan on spot is unchanged at 30s. For shipment 27s. 6d. c.i.f. has been paid for December-January. Morocco f.a.q., 4 per cent., is 27s. on the spot and 24s. 9d. c.i.f. According to reports received here this week the La Plata crop will turn out to be 40 per cent. less than that of last year. In any case, this seed does not arrive here until April. CUMIN.—Malta remains at 70s. spot and 60s. c.i.f. Morocco is 65s. spot, and for December-January shipment 52s. 6d. c.i.f. is now quoted. FENUGREEK is 20s. spot and 16s. 6d. per cwt. c.i.f. for January shipment. CORIANDER.—Spot is unchanged at 9s. 9d. per cwt., ex store. For shipment the price is higher, 7s. 6d. c.i.f. being now quoted for December-January shipment. The price during the week has been as low as 6s. 9d. c.i.f., with business done. Hamburg this week has paid 7s. 3d. c.i.f. This year's crop is about 10,000 to 12,000 tons, over half of which has been exported, about 4,000 tons remaining in Morocco. FENNEL is quiet at 57s. 6d. on spot, and the same price is quoted for January shipment. MUSTARD.—Indian brown (4 per cent.) is now quoted at 21s. c.i.f. English is unchanged at 27s. 6d. to 31s. per cwt., according to quality. NIGER.—Bold Bombay (3 per cent.) is offered at 15s. 6d. per cwt. c.i.f. for 25-ton lots. CARAWAY.—Dutch old crop is unchanged at 40s., and new crop is 39s. per cwt. spot.

An Amsterdam report states that the 1929 crop is 102,800 bags; exports from July 1928 to June 30, 1929, were 153,450 bags and imports 1,380 bags, leaving a diminution of stocks, 50,740 bags; exports to July to October 1929 were 68,813 bags. The cultivated area for 1929 was originally estimated at 3,903 hectares, subsequently modified to 3,600 ha. The area cultivated for the 1930 crop is 5,700 ha., or about 59 per cent. more than the previous year, against a normal area of about 5,000 ha. The market for seed is slightly lower, but a further downward movement seems unnecessary in view of the stock position and future crop. The percentage of oil in this year's crop is the poorest ever experienced.

SENNA.—The landings in London during November were 584 and the deliveries 321, leaving a stock of 2,069 (corrected by inspection) against 1,505 a year ago; the landings to date (November 30) have been 3,222 against 2,538, and the deliveries to date 2,569 against 2,941 last year.

SHELLAC.—The spot price of usual standard TN orange has declined by 2s. 6d. per cwt. to 165s.; fine orange is 200s. to 220s., pure button 220s., and AC cakey 215s. to 220s. Arrival prices are lower, sellers quoting TN for December-January at 152s. c.i.f. and January-February at 153s. Futures are also cheaper, sales comprising TN for December delivery at 154s. to 155s., to 152s. 6d., March at 161s. to 155s. to 157s. 6d., and May at 162s. 6d. to 157s. to 160s.

The landings in London during November were 4,305 cases and the deliveries 7,267 cases, leaving a stock of 18,755 cases, against 13,088 a year ago; the landings to date (November 30) have been 68,068 cases, against 76,847, and the deliveries to date 68,848 cases, against 79,130 a year ago.

SQUILL is steady, with fair white offering at 24s. 6d. per cwt., and No. 2 at 18s.

TRAGACANTH is quiet and only a hand-to-mouth business is passing. Although there has recently been a fair arrival of the better grades, fine and medium descriptions still remain scarce; No. 1 ribbon is £29 to £30; seconds, £23 to £27; thirds, £19 to £22; fourths, £14 to £18; medium to thin

yellow leaf, £10 to £13; reddish to yellow-thick, £6 to £9; hoggy sorts, 80s. to 110s. per cwt.

The London stock amounts to 10,433, against 7,336 in 1928 and 8,418 in 1927; landings to date have been 13,946 and the deliveries 11,531 packages.

WAX (VEGETABLE).—Japanese is easier at 81s. per cwt. on the spot, and to arrive 73s. c.i.f. is quoted.

Essential Oils

BUSINESS is very quiet. Star anise has a little inquiry, but there are no first-hand offers at all. Citrus oils are weak. Japanese mint is easier, and spot prices quoted are nominal. American peppermint is dull. Sassafra is scarce and firm.

ANISE (STAR).—There are no first-hand offers available, and in second-hands leads have been sold at from 3s. 3d. to 3s. 4½d. per lb. c.i.f., but 3s. 6d. to 3s. 7d. per lb. c.i.f. is now asked. There are spot buyers of leads at 3s. 9d., but sellers are reserved and put the value at 3s. 10½d.; should any demand spring up the price might go up to 4s. Tins in cases are quoted on the spot at from 3s. 8d. to 3s. 9d., nothing being available in drums either forward or on the spot.

BERGAMOT is quoted at 13s. 10d. per lb. on the spot for 37 to 38 per cent. esters. New crop of good brands offer at 13s. c.i.f., and lesser-known brands at a few pence less.

CAJUPUT is slightly cheaper, offering at 2s. 10d. to 2s. 11d. per lb. in bottles in cases.

CASSIA is quoted at 4s. per lb. on the spot for 80 to 85 per cent. c.a., and at 3s. 6½d. to 3s. 7d. per lb. c.i.f., but no business is being done.

CITRONELLA is quoted at 2s. 2d. per lb. c.i.f. for Ceylon and at from 2s. 8d. to 2s. 10d. per lb. c.i.f. for Java according to position, the nearer position being the cheaper.

CLOVE.—English-drawn is quoted on the spot at 7s. 3d. per lb., and Continental at 6s. 9d. per lb. It is thought that prices will be lower in the New Year as cheaper cloves will then be available.

GERANIUM.—Bourbon is quoted at 18s. per lb. spot and 17s. per lb. c.i.f. Algerian is quoted at 19s. 6d. per lb. c.i.f. and at 20s. per lb. on the spot.

GINGERGRASS is quoted at 7s. 9d. per lb. c.i.f.

LEMON is weak, and machine-made is quoted at from 7s. 9d. per lb. c.i.f. Hand-pressed is quoted at from 10s. per lb. spot and to arrive at 9s. 2d. to 9s. 6d. per lb. c.i.f.

LEMONGRASS is quoted at 2s. 11d. per lb. c.i.f.

ORANGE.—New crop Sicilian sweet arriving in a few days is offered at from 12s. 3d. to 12s. 6d. per lb., and bitter at from 12s. 6d. to 12s. 9d.

PALMAROSA.—Forward prices have been easier and business could be done at 10s. per lb. c.i.f.

PEPPERMINT.—Japanese dementholised is easier, with sellers at from 5s. 1½d. to 5s. 3d. per lb. (nominal) on the spot. To arrive, prices are also easier at from 4s. 7½d. to 4s. 9d. c.i.f., according to brand, for January-March shipment. American natural tin oil is dull at from 13s. 10d. to 14s. per lb. spot, and to come forward 13s. 6d. to 14s. per lb. c.i.f. is quoted according to seller.

SASSAFRAS.—Genuine natural oil is scarce and dearer at 5s. 3d. to 5s. 6d. per lb. c.i.f.

WORMSEED (CHENOPODIUM) is quoted on the spot at 15s. per lb.

The following arrivals have taken place from the countries indicated during the period November 27 to December 3 (inclusive): Absinthe (It.) 1 cs.; almond (Fr.) 20 cs.; anise (H.-K.) 2 dm. 40 cs.; bois de rose (Fr.) 7 dm.; cajuput (Java) 1 dm.; cinnamon (Cey.) 2 cs.; citronella (Neth.) 13 dm.; (Cey.) 9 dm.; eucalyptus (Aust.) 37 dm. 81 cs.; geranium (Neth.) 1 cs.; jasmine (Fr.) 2 cs.; lavender (Fr.) 40 dm.; lemon (Can.) 2 dm., (It.) 226 cs.; lime (Br. Gui.) 3 cs.; mandarin (It.) 8 cs.; orange (Jam.) 13 cs., (It.) 49 cs.; palmarosa (Br. Ind.) 1 cs.; patchouli (Fr.) 1 cs.; peach kernel (Fr.) 20 cs.; peppermint (Jap.) 300 cs., (U.S.) 3 cs.; sage (It.) 3 cs.; sandalwood (Aust.) 60 cs.; spearmint (U.S.) 2 cs.; vetiver (Fr.) 2 dm.; undescribed (Ger.) 1 cs., (Neth.) 1 cs.

The following arrivals have taken place from the countries indicated during the period December 4 to December 10 (inclusive): Anise (H.-K.) 57 cs., (Fr.) 5 cs., (U.S.) 56 cs.; bay (U.S.) 7 cs.; citronella (Neth.) 7 dm.; cloves (Mad.) 2 dm., (Fr.) 4 cs.; eucalyptus (Sp.) 34 cs.; geranium (Fr.) 9 dm.; guaiacwood (Ger.) 1 cs.; lavender (Fr.) 33 cs.; lemon (It.) 2 cs.; lime (Br. Gui.) 1 cs., (B.W.I.) 11 cs.; mandarin 1 cs.; orange (It.) 10 cs., (Jam.) 1 cs.; origanum (Cyp.) 4 brls.; peppermint (Jap.) 155 cs., (U.S.) 1 dm. 3 cs.; petit-grain (Arg. Rep.) 15 cs.; sage (It.) 2 cs.; spearmint (U.S.) 2 cs.; vetiver (Fr.) 2 dm.; wormseed (U.S.) 2 cs.; undescribed (Fr.) 2 cks. 4 cs., (Neth.) 12 cs., (Jap.) 10 cs.

Pharmaceutical Chemicals, etc.

As is usually the case at this time of the year, the market is steady but rather on the quiet side, consumers buying only for immediate requirements. About the only change of importance is a reduction in citrates of 2d. to 3d. per lb. Tartaric acid is weaker owing to competition among foreign makers.

ACETANILIDE is unchanged with the market dull: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb. as to quantity.

AMIDOPYRIN continues steady, although business is not of much account: spot, 10s. 7d. to 11s. 1d. per lb. as to quantity; f.o.b. Continent, ten cwt., 10s. 6d.; five cwt., 10s. 8d. per lb.

ASPIRIN is still limited to sales of little importance, but prices are steady at the former rates of 2s. 9d. to 2s. 11d. per lb.

BARBITONE does not meet with much demand: five cwt., 7s. 3d.; two cwt., 7s. 6d. up to 8s. for small parcels.

BENZALDEHYDE (.03) continues to be quoted on spot at 1s. 10d. for quantities and up to 2s. per lb. for smaller lots; market is quiet.

BENZOIC ACID (B.P.) is quiet: quantities, ex works, 2s. 0½d. to 2s. 1d.; spot parcels, 2s. 1½d. per lb. ex store.

BROMIDES are unchanged; business is rather sluggish but prices are about maintained: dealers quote ammonium, 1s. 10d.; potassium, B.P. crystals, 1s. 5½d.; granular, 1s. 5½d.; sodium, B.P., about 1s. 9d. and slightly less for orders of a ton or more. British makers' list prices are unchanged: ammonium, 1s. 11d.; potassium, B.P., crystals, 1s. 6½d.; granular, 1s. 6½d.; sodium, B.P., about 1s. 9½d. per lb. in cwt. lots, with prices for large quantities about 1d. per lb. less.

CALCIUM LACTATE is steady, with prices holding at 1s. 2d. to 1s. 3½d. per lb. as to quantity.

CHLORAL HYDRATE.—Home makers' prices still remain at 3s. 1d. to 3s. 3d. per lb. for duty-paid crystals, as to quantity; imported material to come forward must cost 3s. 6d. per lb.

CITRATES.—The makers have reduced prices by 2d. to 3d. per lb., and now quote potassium citrate, B.P., at 2s. 7d. per lb.; sodium citrate, B.P.C., 1923, at 2s. 7d.; B.P.C., 1911, at 2s. 3d.; 28-lb. lots 1d. per lb. less. Ferri ammon. cit., B.P., 2s. 9d.; 28 lb. 1d. less; ditto green scales, 3s., and 28 lb. 2d. less. Citrate of iron and quinine (B.P.) is unchanged: 25-oz. tins, 9½d. per oz.; 4 × 25-oz. tins, 9d.; 100-oz. tins, 8½d. per oz.

CITRIC ACID (B.P. crystals).—There is no improvement to record here, the market still being slow and unsteady: foreign on spot is about 1s. 11½d. to 2s. per lb., less 5 per cent., with lower prices for good-sized quantities. English makers quote 1s. 11d. per lb., less 5 per cent.

CREAM OF TARTAR remained quiet throughout: foreign (B.P.) on spot is quoted at about 102s. 6d. per cwt., less 2½ per cent., but probably slightly less would be taken to clear stocks. There is, however, little business moving. English makers quote 104s., less 2½ per cent. for 99 to 100 per cent. (B.P.) powder.

CREOSOTE (B.P.) continues steady on a slow market at 1s. 8d. to 1s. 9d. per lb.

CREOSOTE CARBONATE is seldom called for, dealers quoting at 5s. 8d. to 6s. per lb.

GUAIACOL CARBONATE remains dull, with spot offering at about 4s. 6d. to 4s. 10d. per lb.

HEXAMINE.—A fair business is reported, with controlled prices unchanged at 2s. 2½d. to 2s. 4d. per lb. as to quantity; isolated lots may be a trifle cheaper.

HYDROQUINONE has received some inquiry: ten cwt., 3s. 7½d. up to 3s. 11d. per lb. for small parcels.

METHYL SALICYLATE (B.P.) is unchanged on a steady and bright market: quoted at 1s. 6d. to 1s. 8d. per lb. as to quantity.

METHYL SULPHONAL is offering on a slow spot market at about 12s. 7d. to 13s. 10d. per lb. as to quantity.

PARA-FORMALDEHYDE is steady but quiet: 100 per cent. powder, 1s. 7d. for quantities in kegs; smaller lots, 1s. 8d. per lb.

PARALDEHYDE continues at keen prices for a limited business: quoted from 1s. 1d. to 1s. 4d. per lb. as to quantity and packing.

PHENACETIN is unchanged at the controlled prices of 3s. 2½d. to 3s. 5d. per lb. as to quantity; business limited.

PHENAZONE remains subdued but is steady at the agreed prices of 5s. 9d. to 6s. 1d. per lb. as to quantity.

PHENOLPHALEIN is very steady at 5s. 11d. to 6s. 1½d. per lb.

POTASSIUM PERMANGANATE (B.P.) is moving off in the usual druggists' quantities at about 6d. per lb.; large quantities in drums, 5½d.

POTASSIUM SULPHOGUAIACOLATE is neglected: dealers offer on spot at about 3s. 6d. to 4s. per lb.

RESORCIN continues steady at the controlled prices of 2s. 11d. to 3s. 2d. per lb.

SALICYLIC ACID (B.P.) is very steady at the home makers' prices of 1s. 5d. to 1s. 7d. per lb. as to quantity.

SALOL remains slow of sale: controlled prices are unaltered at 3s. 7½d. to 3s. 10½d. per lb. as to quantity.

SODIUM DIETHYLBARBITURATE continues dull, with spot at about 10s. per lb.; f.o.b. Continent, five cwt., 9s. 7½d.; smaller lots up to 10s. 3½d. per lb.

SULPHONAL remains a poor market so far as spot business is concerned: quoted at about 10s. 1d. to 11s. 2d. per lb. as to quantity; powder, 1½d. per lb. more.

TANNIC ACID (B.P. *leviss*) is unchanged on a slow market: quantities, 2s. 9d.; smaller lots, up to 3s. 2d. per lb.

TARTARIC ACID.—The spot position is reported as weak and tending to ease slightly; business of any size has been difficult to secure: foreign, on spot, is about 1s. 3½d. to 1s. 3½d. per lb. English makers quote 1s. 3½d. per lb., less 5 per cent. discount. Raw material is very firm and the falling prices are due to the competition of foreign manufacturers.

THYMOL.—Prices as revised last week continue in force while the market is far from active: two cwt., 8s. 3d.; one cwt., 8s. 6d.; 56 lb., 9s. per lb.

VANILLIN.—Quoted prices seem to have little relation to actual sales prices where good-sized quantities are concerned: home makers quote ex clove oil at 14s. per lb. in cwt. lots.

Industrial Chemicals, etc.

London, December 11.

A FAIRLY good volume of business is reported for the period of year, while the market generally is steady. Acetic acid has been in brisk call; arsenic remains slow; zinc oxides are easier.

ACETIC ACID is unchanged, with quite a good business passing: 80 per cent. technical, £36 15s.; 80 per cent. pure, £37 per ton in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66 in glass demijohns; glacial in barrels, £56 ex store.

ACETONE is very steady and business is sustained: B.G.S., £76 10s. to £85 per ton in drums, ex store.

AMMONIA (ANHYDROUS) is moving off in the usual small lots: 99.95 per cent. in loaned cylinders, 10d. to 1s. per lb., carriage paid.

ARSENIC is slow of sale, but Cornish agents maintain their prices at £15 17s. 6d. to £16 per ton, f.o.r. mines.

BARIUM CHLORIDE is offered on spot at about £11 7s. 6d. per ton for 98 to 100 per cent. prime white crystals in casks, ex store; forward, £9 10s. f.o.b. Continent for quantities.

CAUSTIC POTASH.—The cheaper prices recorded last week continue: 88 to 92 per cent. solid, spot, less than one ton, £34 10s.; one to five tons, £31; five to fifteen tons, £29 10s. per ton in drums, ex store; c.i.f., 30s. per ton cheaper.

COBALT.—There has been a rather better demand for metal and the official price is retained at 10s. per lb. for smalls.

COPPER SULPHATE.—There has been no notable improvement in the export demand, but associated British makers' terms are well maintained on the basis of fully £37 per ton for casks, f.o.b., less 5 per cent.

FORMALDEHYDE is steadier, with a good business being done: 40 per cent. by volume, £34 per ton in casks, ex store; cheaper for large orders.

ISOPROPYL ALCOHOL is steady and demand is fairly brisk: reliable make, 11s. to 12s. per gallon in drums, carriage paid.

LEAD PRODUCTS.—Convention prices for red and white leads are unchanged: lead acetate, spot, brown, £39; white, £40 per ton in casks, ex store.

LITHOPONE is meeting with a fair inquiry, with dealers' prices steady: 30 per cent. Continental red seal, £19 10s. per ton in casks, ex store; slightly less for contracts.

OXALIC ACID continues bright, with quantities to arrive steady at £32 per ton ex wharf; spot, 32s. 6d. to 33s. per cwt., ex store.

POTASSIUM CARBONATE is dull: spot, 90 to 92 per cent., £23 10s.; 96 to 98 per cent., £25 10s. to £26 per ton in casks, ex store; slightly less for contracts.

POTASSIUM CHLORATE remains slow of sale: quantities to arrive, 2½d., ex wharf; spot parcels, from 3d. per lb.

POTASSIUM PERMANGANATE remains dull: quantities in two-cwt. drums, 5d.; smaller lots, 5½d. per lb., ex store.

POTASSIUM PRUSSATE is moving off well: yellow, in quantities, £63 10s. to £65 10s.; single casks, 7d.; small parcels, 7½d. per lb., ex store.

SODIUM BICHROMATE is quoted on contract for next year at 3½d. per lb., with slight rebates for quantities.

SODIUM HYPOSULPHITE shows no change; market is quiet: dealers' pea crystals, £15 in one-cwt. kegs; commercial quality, £9 10s. per ton in casks, ex store; home makers quote pea crystals to home consumers on contract at £15 per ton, carriage paid to buyer's station.

SODIUM PRUSSATE is steady, with a limited business passing: quantities, 4½d. to 5d.; smaller parcels, up to 5½d.

SULPHUR.—There is a fair business in American crude at £5 12s. 6d. to £5 17s. 6d., while Sicilian flowers are £12 5s., roll at £9 15s. per ton, all c.i.f. to arrive.

ZINC OXIDE is rather easier: B.P., £40; white seal, £38; red seal, £35 per ton, carriage paid.

COAL-TAR PRODUCTS, ETC., are unchanged and the general tone continues steady. Cresylic acid is not so active. **CARBOLIC ACID** 39° to 40° C. ice crystals continue to be quoted by home makers at 7d. to 7½d. per lb. on contract for delivery next year. Nothing is offering on spot except a few parcels in dealers' hands, for which 9d. to 10d. per lb. f.o.b. is quoted. Crude carbollic 60's are firm at 2s. 5d. to 2s. 6d. per gallon naked at works. **CRESYLIC ACID** continues steady but quieter: pale 97 to 99 per cent., 2s. 2d. to 2s. 4d.; refined, 2s. 8d. to 2s. 11d.; dark 95 per cent., 1s. 9d. to 1s. 11d. per gallon naked at works. **METHYL ALCOHOL** is in better demand, with prices unchanged at about £44 per ton, and less for quantities in drums, ex store. **PYRIDINE, TOLUOL, XYLOL** and **PITCH** are all unchanged.

Fixed Oils, etc.

GENERALLY quiet markets continue to be reported, the only bright feature being coconut oil. Cotton and palm oils are steady but dull. Linseed oil is easier and turpentine is about level on the week. **ACID OILS.**—Market is steadier but unchanged with business fair: coconut and/or palm kernel, 32s.; ground nut, 29s. 6d.; soya, 28s. 6d. spot. **CASTOR** is slow but prices are holding: pharmaceutical, 49s.; first pressings, 44s.; second pressings, 41s. 6d. per cwt. in barrels on the spot in not less than one-ton lots. **COCONUT** is firm at slightly higher prices: deodorised, spot, 41s. 6d.; Ceylon, 34s. 3d. c.i.f. **COTTON** has again been quiet, but there is no further fall in values: deodorised, 38s. 6d.; common edible 36s. 6d.; soapmaking, 34s. 6d.; crude, 31s. 9d. spot. **GROUND NUT** is slow but steady: deodorised, spot, 42s.; crude Oriental, 37s. 6d. c.i.f. **PALM KERNEL** is dull and slightly easier: deodorised, 40s. 9d.; crude, 34s. 6d. spot. **PALM.**—Values are about balanced on the week and the market is steady but quiet: Lagos, 34s.; softs, 31s. 7½d.; mediums, 32s.; hards, 34s. 3d.; bleached, 34s. 3d. spot. **RAPE** is dull but steady: refined, 46s. 3d.; crude, 44s. 9d. spot. **SOYA** is quiet but steady: deodorised, 38s. 9d.; crude, 36s. 6d. spot. **LINSEED** (raw, naked).—Values for all positions show a loss on the week and the market has been mostly quiet: on spot, 44s. 6d.; December, 41s. 3d.; January, 39s. 3d.; January-April, 39s. 3d.; May-August, 37s. Boiled oil on spot 48s. 9d. **TURPENTINE.**—On balance the market is slightly easier after some improvement early on. London spot closes at 42s. 9d.; January-April, 43s. 9d. London deliveries for last week were 1,762 barrels, making a total since January 1 of 93,099 barrels, which compares with 98,182 barrels for the same period last year. Stocks were returned at 24,684 barrels against 30,799 barrels a year ago. Including the landings and afloats, the London visible supply made up at 36,397 barrels, which compares with 38,095 barrels a year previous. **RESIN.**—There has been rather more life in the demand at renewed concessions for certain grades, but business has been very slow, with consumers anything but eager to cover themselves. C.i.f. terms for American grades were as follows: B 17s. 1½d., D/E 17s. 3d. to 17s. 4½d., F/K 17s. 7½d., M/N 17s. 9d. to 18s. 4½d., W/G 19s. 3d., and W/W 20s. 4½d. French W/W was quoted 18s. 9d. per cwt. **WOOD.**—Hankow in barrels on spot is easier on a dull market at 70s. per cwt.

LUBRICATING, MINERAL, BURNING OILS, ETC.—There is a slightly easier tendency in cylinder lubricating oils. Solvent naphthas are much quieter. Other products are about unchanged with a moderate amount of business being done. **BENZOL** is unchanged with the market steady: standard motor 90's, 1s. 6d. per gallon ex works, in tank wagons in the provinces, and 1s. 7½d. ex London works. **FUEL OIL** is quiet: 950 gravity, £3 5s.; 890 gravity, £3 17s. 6d. per ton ex tank; cheaper forward. **PARAFFIN OILS** continue unchanged: American standard white, 1s.; water-white, 1s. 1d. per gallon, barrels, ex wharf. **PARAFFIN WAX** and **SCALE.**—Wax is steady from 2d. to 5d. per lb. according to melting point, in bags; scale is firm for shipment at about £14 10s. per ton c.i.f. U.K. port. **WHITE OILS** are unchanged: special No. 1, £25 10s.; No. 1, £24 10s.; No. 3 half-white, £21 15s.; No. 4 half-white, £20 per ton, drums and barrels free, ex wharf. **SOLVENT NAPHTHAS** have been quieter and unchanged: 90 to 160, 1s. 2d.; heavy 90 to 190, 1s. to 1s. 1d. per gallon naked at works. **PETROLEUM JELLIES** are a brighter market: white to snow-white, £37 10s. to £46 10s.; amber and yellow, £18 10s. to £22; dark stiff green, £12 7s. 6d. per ton, barrels free, ex wharf. **LUBRICATING OILS** remain quiet and about unchanged: spot, pales, £9 12s. 6d. to £21; reds, £11 to £21; dark cylinders, £13 10s. to £33 10s.; filtered cylinders, £33 15s. to £41 per ton, as to quantity, loss 2½ per cent.

Commercial and Produce Notes

Chilean Iodine

THE Chilean producers of iodine (says New York "Drug Markets") have changed their price basis from January 1, 1930. Crude iodine for a number of years past has been sold to the trade on a basis of 1s. per oz. Starting January 1 the price will be on the basis of 15s. 3½d. per kilo. The only reason for the change is that the new agency in the United States now conducts all its business in terms of the metric system. [The above price appears to be an error as it is equivalent to 5½d. per oz.—EDITOR.]

Chemical Prices for 1930

BRITISH makers (says the "Manchester Guardian Commercial") have arranged the following contract prices for next year: Glauber's salt, commercial crystals, in returnable bags, £3 per ton, delivered buyers' works, or 2s. 6d. per ton more, bags free. Hydrochloric acid has been advanced by 9d. per carboy, the following being the range of quotations: Common acid, 28° Tw. 3s. 6d. per carboy; best acid, 30-32° Tw. 4s. per carboy, in minimum 60-carboy lots at a time, packages being returnable. Rectified oil of vitriol is unchanged for next year at £5 7s. 6d. per ton, for contracts, delivered to buyers' works in returnable carboys. Contract prices for solid and liquid caustic soda for 1930 business remain as follows: Solid, 60 to 62 per cent., £12 15s.; 70 to 72 per cent., £13 12s. 6d.; and 76 to 77 per cent., £14 per ton, drums free. Liquid, 70° Tw., £4 15s. 3d.; and 90° Tw., £5 5s. 6d., drums returnable. Extras for spot orders 10s. per ton more in each case, with the usual further additions for small quantities.

British Sodium Sulphide

BRITISH makers have advanced prices for all grades of sodium sulphide for next year by £1 per ton all round. The following is the schedule of prices for contracts for minimum four tons over the whole twelve months, deliveries to be invoiced at the prices indicated according to the quantities taken at any one time, although any number of the grades may be employed to make up a particular weight:—

	4 tons.	2 tons.	1 ton.	1 ton.
	Per ton.	Per ton.	Per ton.	Per ton.
	£ s. d.	£ s. d.	£ s. d.	£ s. d.
Solid, 60/65%	10 0 0	10 5 0	10 15 0	11 0 0
Broken, 60/65% ..	11 0 0	11 5 0	11 15 0	12 0 0
Flakes, 60/65% ..	12 15 0	13 0 0	13 10 0	14 0 0
Crystals, 30/32% ..	8 2 6	8 7 6	8 17 6	9 2 6

All prices indicate free packing and include delivery to customers' works in the United Kingdom. Odd lots not on contract will be charged at the following extras:—

Solid, broken, and flakes	5/0 per ton.
Crystals	2/6 "

Java Citronella Oil Exports

ACCORDING to a circular issued by N. V. Handel-Maatschappij "Stille Zuidzee," the exports of citronella oil from Java in metric tons (1,000 kgs.) during October, 1929 amounted to 54 tons, showing another decline. The figures now are:—

	1926	1927	1928	1929
January	104	107	104	67½
February	100	135	98	72
March	118	100	81	107
April	105	90	114	82½
May	73	90	184	121
June	95	132	109	43
July	110	94	78	80
August	81	88	77	77
September	95	141	58	66
October	108	96	91	54
Total, Jan.-Oct., 1926-1929	989	1,073	994	770
Total, Jan.-Dec., 1926-1928	1,182	1,312	1,143	—
Monthly average, Jan.-Oct.	99	107	99	77

INCREASED DUTIES ON IODINE PRODUCTS IN ITALY.—The Italian Government has again increased its duties on iodine products. The import duty on crude iodine (item 670a) has been increased from 15 gold lira to 30 gold lira; on refined iodine (item 670b) from 18 gold lira to 33 gold lira; on metallic iodides (item 685) from 16.50 gold lira to 28.60 gold lira; and on iodoform (item 725) from 20 gold lira to 35 gold lira, all per kilo net.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Looking Forward

SIR,—“Independent” (*C. & D.*, November 30, p. 671) puts a question that raises another: What will be the position in, say, forty years’ time? There will, I suppose, be a Medical and Drug Board under Government (the Ministry of Health, perhaps) dealing with medicine and surgery, optical and dental services, and pharmaceutical affairs, induced by extensions and elaborations of the N.H.I., which will lead to these professions being protected—the B.M.A., in effect, but covering more ground. The pharmacist will do all the dispensing, undertake other and more specialised work, and have the exclusive sale of most drugs and chemicals, poisons (of course) and agricultural and photographic necessities containing the same. Pharmacies may be larger and more evenly distributed; and there will be more day-and-night services, which will mean the employment of more qualified pharmacists. Men trained for the work would find employment; at the same time, the inrush of new men would be restricted. The tendency being in the direction of super-control by a governmental department, new regulations will have the effect of a general relinquishment of existing retail drug departments by the big companies and stores, probably voluntary in many cases. These, however, will extend considerably on the wholesale side, and in the retail take on other departments. Although the profession of pharmacy may in course of time become restricted and protected (which means that the pharmacist must be prepared to stick to his last) there will no doubt be openings for Mrs. and Miss Pharmacist. It is probable that the qualification of M.P.S. will be worth in itself £500 or £600 a year—i.e., about half the average annual value of the general medical practitioner. The position will be largely framed and benefits assured by a strong society working as one man. But the pharmacist or chemist and druggist must make up his mind in which direction he desires to move, and set a course rather than wait for some untutored department to step in and do it for him. We have a classical example of the efficiency of union in the work done by the dental chemists, who in their zenith probably totalled a mere fraction of the names on the register, but got what they wanted.—Yours, etc.,

LOOKER-ON (2/12).

That Which We Call Aspro

SIR,—It is unfortunate that Mr. Atkins should consider that bonus terms are of prime importance. If Mr. Atkins is convinced that Aspro is superior to aspirin to a remarkable extent, then he is justified in stating that he cannot afford to neglect the bonus terms of Messrs. Gollin & Co. The confidence which chemists hope to enjoy from their customers is of infinitely greater value than any bonus offer. If the latter is capable of turning the scale, then we are preparing to throw away our birthright for a mess of pottage. It is possible that the public may tire of paying 6d. for ten tablets of acetylsalicylic acid. How many chemists would regret it, and how many grocers and stores? It is, indeed, touching to read Messrs. Gollin & Co.’s tribute to the courage and spirit of Mr. Atkins. It would be a pity to suggest cupboard love; to rob the grocers of a use for their patent-medicine licences; to refuse the bait of post-dated bonus postcards! Perhaps if Messrs. Gollin & Co. made Aspro tablets square instead of round they might find a few chemists who would react. We all know of the dear old ladies who couldn’t tolerate (ordinary) aspirin, but found pink tablets of acetylsalicylic acid most beneficial!—Yours faithfully,

ASPIRIN IS AS ASPIRIN DOES (6/12).

Secundum Artem

SIR,—I read Mr. Franklin’s remarks and understood him to mean, “However unsatisfactory the liniments were when prescribed, such should be dispensed, and there should be no addition made to them by an individual dispenser, thereby producing a better or different product than his brother chemists.” They should wait the time when the B.M.A. and R.P.U. make an alteration in all the liniments which stand in the way of adoption of the N.H.I. Formulary. The lin. alb. appears in the Kent Formulary as lin. stimulans, and certainly acts as a respiratory stimulant; and one wonders how it got christened “alb.” An additional name should be appended to the titles for liniments, viz., lin. alb. offensum.—Yours, etc.,

DISPENSER (2/12).

An Alternative

SIR,—The idea of Mr. T. Morgan Davis (*C. & D.*, November 30, p. 671) that price-cutting should be met in a different way altogether, namely, by using the Retail Pharmacists’ Union as the registered trade union it is, and refusing to work for inadequate remuneration, is a very good one and follows strictly on trade-union precedents. But while admirable in theory, such an idea might be a little difficult in practice, for the big trade unions are in the position of being able to control the behaviour of their members and the R.P.U. is not. If a member of a trade union breaks any of the rules of his union he can be expelled; and as no trade unionist will work beside a non-unionist, that means that no employer would dare to give him work. But the R.P.U. is a union of employer pharmacists, each of whom constitutes a separate entity and is in no way bound, except, of course, by his sense of honour, to abide by the decisions of the Executive, so that there is no penalty attached to want of consistency, and if there were it would be difficult to enforce it. Expulsion from the union might mean a split and the disruption of the organisation. The peculiar point seems to me that although price-cutting is practically non-existent among retail members of the P.A.T.A. and members of the R.P.U., the same uniformity cannot be obtained when it comes to a question of refusal to stock the lines which are cut. If concentrated action could be obtained on this point as well as on the maintenance of prices, the manufacturers would be compelled to take more drastic action than they do at present.

Yours faithfully,

INCISO (9/12).

Price Protection

SIR,—I wonder whether your correspondent, “Manacled,” and others know what cutting meant in the early days of the P.A.T.A.? My average gross profit on 1s. 1½d. proprietary articles (not P.A.T.A.) was about one half-penny, and lots of proprietaries were sold at the same rate of gross profit, one halfpenny on each sale. Will it pay “Manacled” better to support the P.A.T.A. and make the profit on patents he is doing now, or to let things revert, slowly or quickly, to the conditions of thirty years ago? Why has he not featured his own specialities all the time? The P.A.T.A. has not prevented him. My knowledge is limited, but I am not ready to endorse his assertion that the chemist has lost his own proprietary business. I have not. The best thing he can do is to ask the P.A.T.A. how he can help them in stopping price-cutting; and when he has done his best to back them up he will have some right to criticise and more knowledge of the efforts they are making. They need the support of individual chemists in reporting cutting and in helping to suppress it.—Yours, etc.,

S. P. (10/12).

SIR,—It would be interesting to know whether the P.A.T.A. has exerted any beneficial influence over the retail chemist. From time to time chemists have written in this column trying to remove the veil from the eyes of retailers, which prevents them from discerning how the P.A.T.A. hinders rather than helps them, but for some unaccountable reason the pharmacist refuses to be roused out of the stupor that engulfs him and the whole retail trade, and which is slowly driving him out of business. As “Manacled” so aptly reviews the situation, the only effect of the P.A.T.A. is to prevent the

chemist from competing with parasitic competition. I extend an invitation to the Council of the Association to listen to the customers at my shop when I ask the full retail price of any toilet article and the majority of patent medicines. . . . I know of one man who opened a small shop under an assumed name for the sole purpose of obtaining goods there for his other shops, and the manufacturers, perfectly aware of this "blind," are only too pleased to supply the goods. There is too much to disclose, too many exposures to make, before the retail pharmacist realises that the whole trade needs rejuvenation, and the chemist must depend upon himself, not on oppressive societies, to remove the encroaching menace. . . .—Yours sincerely,

London, E.1.

J. SILBERBERG.

The Title "Chemist"

SIR,—In the "Observations and Reflections" in your issue of December 7, I have certainly been misunderstood in my attitude towards the title "chemist." What I intended to say was that the word "pharmacist" does not and cannot replace the title of chemist in the minds of the public. I think the misunderstanding has crept in by my explaining the claim laid to the title by another body, who suggested that the title "pharmacist" should be used, which I pointed out was little better than useless, especially as the law gave no protection to the word "pharmacy." In my first address, when seeking a seat upon the Council, I said that the title "chemist" should not be given up. Since then I am more than ever convinced that we should not part with our legal title and the one which is indelible in the minds of the public.—I am, etc.,

H. ANTCLIFFE.

Sheffield.

International Esperanto Congress

SIR,—In view of the fact that the International Esperanto Congress is to be held at Oxford next year, at which doctors, dentists, journalists and other bodies will have their special meetings for discussion, it would be interesting to know how many British pharmacists will be able or willing to use the language, and so meet on common ground pharmacists from other lands of whom certainly many will be there. I believe the idea of an International Corresponding Esperanto Circle has already been proposed. Perhaps you may have heard of it, and can give us information. Many scientific bodies use Esperanto, and an international medical review is published quarterly.—Yours faithfully,

L. A. CHURCHILL.

Derby.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Warning

We are informed by a subscriber (9/12) that a man is visiting London shops for the purpose of raiding the till. The method adopted is to make a preliminary visit to the shop when business is quiet, go out after a small purchase, then return soon afterwards with a request for a large poison bottle or something not likely to be kept near the front counter, and help himself to the contents of the cash drawer while the article is being fetched.

Colourless Tincture of Iodine

The reference to colourless tincture of iodine under the "Retrospect of Fifty Years Ago" (*C. & D.*, November 30, p. 672) brings to mind the old doubt as to the value of this preparation for external application compared to the B.P. tincture. There seems to be at present a revival of the use of the colourless tincture, as I have sold more recently than I have for some time. Some practitioners favour the stainless iodine ointment, but although this does not stain the skin it leaves stains on the clothing.—*Decolorata* (9/12).

Legal Queries

R. A. B. (14/10).—The words "Bile Beans" are a registered trade mark, consequently the use of this title by others than the proprietors would constitute an infringement of their trade mark. A notice of the application for registration appeared in *THE CHEMIST AND DRUGGIST*, April 7, 1928, p. 444.

Zeno (24/10) was engaged as an unqualified assistant. Nearly two months ago, on a Sunday, he met with a motor accident and was detained in hospital for some weeks, and is still unable to work. He has received no notice of dismissal from his employer; but he understands that his employer has engaged another man and will not require his ("Zeno's") services again. Has he any claim against his employer for wages in lieu of notice. Until the contract of service has been terminated by notice, "Zeno" is, in our opinion, entitled to claim wages, in spite of his absence from work. The contract must have been terminated by reasonable notice, the length of which depends upon the circumstances.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

H. S. W. (2/12).—**DRY ROT IN WOOD.**—All affected wood should be cut away and burnt, otherwise the source of infection remains. For protecting wood against dry rot either a solution of corrosive sublimate (6 oz. to 1 gall. of methylated spirit) creosote or magnesium silicofluoride is used (*see also C. & D.*, 1929, I, 137).

M. C. (4/12).—**CARBOY SOLUTIONS.**—The colours you require may be prepared as follows:—

Red		Blue	
Iodine	... 3 dr.	Copper sulphate	... 4 oz.
Potassium iodide	3 dr.	Solution of ammonia	... a sufficiency
Hydrochloric acid	10 oz.	Water	... 2 galls.
Water	... 2 galls.	Dissolve the copper sulphate in 2 pints of water and add solution of ammonia with constant stirring until the precipitate is dissolved, then add the rest of the water.	

W. S. (12/118).—**PARASITIC GASTRITIS IN SHEEP.**—Give, on an empty stomach, any of the following: Koussou, areca nut, male fern extract, or santonin. Dose according to age, condition and weight of animal. Chenopodium oil in 5ij-iiij. doses in capsule or carbon tetrachloride, also in capsule, is now recommended for tape worm, ascarides and hookworm. A second dose may be required in four or five days. As the mucous membrane of the stomach is in a tender and irritable condition, it is advisable to give a dose of castor oil in milk a few hours after dosing.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," December 15, 1879

The Next Best Thing

The following neat little incident is said to have occurred in the office of an eminent firm of drug brokers during the market excitement about the end of October.

Enter the agent for a "ring" of speculators.

"I want you to buy for us a hundred tons of saffron."

"A hundred tons of saffron! Why, bless the man, the earth don't produce it in ten years."

"Oh, well, I don't know about that. Those were my instructions." Then, after a short pause, "What's that stuff you have got there?"

"That's turmeric."

"Well, can you buy us a hundred tons of that?"

"Oh, yes."

"Very well, get a hundred tons of that."



[Commenced C. & D., July 5, 1924]

Santonica and Santonin, Botany (continued).

A. Cina, Berg, was accepted in the following pharmacopœias as an official source of the drug for yielding santonin: Russian, 1888; German, 1910; Dutch, 1905; Swiss, 1907; Austrian, 1906; Spanish, 1905; Italian, 1920. In the Belgian Pharmacopœia, 1906, *Artemisia maritima*, Linn., was made official. In the British Pharmacopœia, 1914, *Artemisia maritima*, Linn., var. *Stechmanniana*, Besser, is official. It is also official in the Italian Pharmacopœia. In the United States, 1916, *Artemisia pauciflora*, Ledebour, was official. In the French Codex *Artemisia maritima*, Linn., var. *pauciflora*, Ledebour, and the same species is also accepted in the Spanish and Italian Pharmacopœias as an additional official species. *Artemisia maritima* var. *Stechmanniana* Besser, is a native of the neighbourhood of the Don and the regions of the lower Volga, near Sarepta and the Kirghiz steppes. Up to 1869 it furnished the santonica used by the German colony at Sarepta and later on was supplied from the vast plains or steppes of the Kirghiz in N.E. Turkestan. This species is distinguished from *A. Cina* by the bracts averaging only thirteen or fourteen in number, and the midribs being very little branched, and the branches do not anastomose. The smaller bracts show a marked difference in the fact that some of the marginal cells in the upper half of the bract are extended in the form of uniseriate hairs, though the larger bracts do not always show them. The long cottony hairs attached to the outer surface of the central thicker portion of the bract are much more numerous than in *A. Cina*. The very slightly branched midrib and the absence of anastomosis and the presence of the apical marginal hairs indicate that it is a distinct species. *A. pauciflora*, Weber, is stated by Bentley and Trimen ("Medicinal Plants," t. III, 1880) to be the source of true santonica, and a figure of the plant is given in Planchon and Collin ("Drogues Simples," 1896, tome 2, p. 62, figs. 682-3), who also appear to consider that this form yielded the chief amount of santonin in commerce. It is also named in the United States Pharmacopœia as yielding the commercial drug. The plant is stated by Planchon and Collin to extend from the region of the Danube and Volga and Southern Russia in the salt water marshes near the mouths of the rivers, to Siberia near the Ural and Altai mountains, growing on the steppes. This species is distinguished, according to Wallis and Mowatt, from *A. Cina* by the presence of numerous curled hairs on the outer surface of the bracts along the border of the thicker central region, which gives the flowerheads a hairy appearance. The branching of the midrib is also very slight in the larger bracts, but in the smaller ones where the branches are more frequent there is rarely any anastomosis between them. The smaller bracts also show apical marginal hairs like those of *A. maritima* var. *Stechmanniana*. The apices of the corolla lobes are markedly papillose and the corolla has a reddish colour. The authors of the research are of opinion that *A. pauciflora*, Weber, is identical with *A. Lercheana*, Karil and Kiril.

CHEMISTRY.—Santonica (*A. Cina*) contains two crystalline principles, santonin and artemisin. Santonin was discovered by Kohler, a Düsseldorf apothecary, in 1830, and shortly afterwards independently by Augustus Almo, a druggist's assistant at Penzlin, in the Grand Duchy of Mecklenburg-Schwerin, to whom the name santonin is due. According to Pereira it also had the alternative name of cinin. It was included in the British Phar-

macopœia of 1864. Santonin is a crystalline, bitter lactone, and present to the extent of 2 to 3 to 3 to 6 per cent., attaining its maximum amount in July and August, but after the flowers open the santonin soon disappears. Santonin is sparingly soluble in water, more soluble in boiling water, soluble in alcohol 1 in 50 or boiling alcohol 1 in 3, and ether 1 in 140. In chloroform it is readily soluble, 1 in 2½ (in which artemisin is insoluble), melting point 169-170°. Santonin forms with alkalis a soluble salt of monobasic santoninic acid, $C_{15}H_{18}O_4$. Exposed to light it becomes of a yellowish colour, forming photosantonin or chromosantonin. When the flowerheads are extracted by treating with milk of lime, the santonin forms soluble calcium santonate. From the filtrate, excess of calcium carbonate is removed by a current of carbon dioxide and the calcium salt is converted into the sodium salt by means of sodium carbonate. The liquid is filtered warm and the santonin separated by the addition of hydrochloric acid. Santonin produces a remarkable effect on vision, objects appearing blue and then yellow; also it renders the urine, if acid, intensely yellow, or purplish if alkaline. The odour of santonica is due to a yellow volatile oil, 2 to 3 per cent., sp. gr. 0.915-0.940, consisting chiefly of cineol. Another constituent is artemisin, $C_{15}H_{18}O_4$, melting point 200°; it is probably a lactone, and yields a carmine red solution when boiled with solution of sodium hydroxide (*C. & D.*, 1901, II, p. 937). Artemisin is insoluble in chloroform. It has evidently been utilised to adulterate santonin since Massatach ("Pharm. Zeit.," 1923, No. 35), found a sample of santonin that contained 83.2 per cent. of artemisin and only 16.8 per cent. of santonin. Santonin has also been found by Harrison and Self to be adulterated with 98.7 per cent. of boric acid. (*C. & D.*, 1924, I, p. 99.) A process was patented in Germany (1920) for the extraction of santonin from the whole herb of *Artemisia maritima* growing in Germany near the North Sea and Baltic, and is described in the "Journ. Soc. Chem. Industry":—The whole plant finely divided is ground for a prolonged period with milk of lime, and the calcium santonate extracted with water or dilute alcohol. The solution is evaporated to dryness, and the residue is acidified and extracted with chloroform. After removing resinous compounds by agitation with diluted ammonia, a syrupy residue of santonin is obtained by evaporating the chloroform.

MICROCHEMICAL DETECTION OF SANTONIN.—E. Herndlhofer (Mikrochemie, 1927, 5, 21, Brit. Chem. Abst. A 1927, p. 387) describes a method of microscopical qualitative analysis by sublimation. The following are the directions given. The material is extracted with a few c.c. of benzene under a reflux condenser and the filtered extract is evaporated. The residue is heated in a Klein-Werner sublimation apparatus and the sublimate is again extracted with benzene. This solution on evaporation gives yellow columnar crystals (m.p. 171° C.) if santonin is present. When these are treated with an iodine solution in potassium iodide characteristic greenish-brown cubes or plates are formed. Further details of the process for the microscopic assay of santonica are given by Professor L. van Itallie in the "Pharmaceutical Journal" (December 22, 1923, p. 632).

MEDICINAL USES.—Santonin is usually employed in medicine as a remedy for round worms in human beings, which it rapidly expels, but it has no effect on thread worms or tape worms. The average dose is one grain. Caution is needed in its use, as excessive doses have been known to produce tetanus and coma, especially if in oily solutions. For children the infusion of santonica is safer than the use of santonin. Given in powder, santonin is not absorbed, and is non-toxic, as it is insoluble in water, though acting equally well on the parasites. Too large a dose may cause objects to appear of a green or yellow colour. A greenish-yellow colour may also be produced in the urine, if acid, or if it be alkaline, a purplish-red one. It has been used with success in urinary incontinence, and in diabetic gangrene it has been found useful. Calomel and a saline purgative six hours after, to cause a flow of bile, increases the usefulness of santonin, the flow of bile being particularly useful in making the worm let go

The C.&D. Commercial Compendium

its hold. The use of photo-santonin has been specially recommended in sprue and dysentery in doses of five grains. It is stated to be less poisonous (B.P.C., p. 976) than santonin. It has apparently not yet been ascertained why an infusion of santonica should act as a vermifuge in children, as santonin is insoluble in water, unless artemisin or other constituents of santonica also possess anthelmintic properties.

SUBSTITUTIONS AND ADULTERATIONS.—Owing to the scarcity of the genuine santonica, *A. Cina*, a spurious kind was extensively exported to this country, at first in 1911 (*C. & D.*, October 21, 1911, p. 61), and subsequently from 1919 to 1923. This closely resembled genuine santonica in appearance, but was frequently mixed with sand or chaff to the extent of 30 per cent. or more, and when chemically examined was found to contain no santonin. According to Wallis and Mowatt's research, the bracts of this plant differ from those of *A. Cina* in being broader in proportion to their length and in the midrib being pinnately branched, but almost without anastomosis. In the longest bracts the lower half of the midrib remains unbranched. It also differs in having apical marginal hairs like those of *A. maritima* var. *Stechmanniana* and also in more numerous long cottony hairs on the thickened central portion of the bract. It differs from both, however, in the foliage leaves, fragments of which are found mixed with the flowers, in having a considerable number of cottony hairs and a larger colourless apiculus than the leaves of *A. Cina*. The curious fact that two species or varieties that closely resemble one another may differ in yield of santonin finds a parallel in the two English varieties of *A. maritima*, the var. *anglica* with drooping flowering branches containing no santonin, while the var. *gallica* with erect branches does contain it. Yet the two varieties often grow near together. There is an *Artemisia* growing in districts bordering those where *A. Cina* grows, that is called by the natives "Tschin sann," which is said to be used to adulterate the genuine *A. Cina*, as it greatly resembles it, so that great care had to be exercised at Tschimkent in obtaining the genuine *A. Cina*, especially since the high prices prevalent have led to adulteration to the extent of 30 per cent. The "Tschin sann" plant does not contain santonin. Possibly this plant is the one that was offered in English commerce in 1911 to 1924. The illustration of this santoninless drug given by Wallis and Mowatt seems to resemble that of *A. maritima* var. *Stechmanniana*, Besser, sufficiently to indicate a parallel between it and that species like that of the English plants. Another substitute for genuine santonica has been imported from Bombay at intervals since 1870, the bracts of which closely resemble those of the *A. maritima* var. *Stechmanniana*, except that the leaves (presumably belonging to the flowerheads) have three to five pinnules which are remarkably obovate, but the veinlets of the leaf also anastomose freely. Mr. Wallis and Miss Mowatt have not been able to identify this santonica. It may be noted, however, that a specimen of santonica from Bombay from the Hanbury Herbarium (No. 5) was examined by the authors of "Pharmacographia" (second ed., p. 387), and Hanbury mentions that it was probably brought from Afghanistan and Kabul, and in a footnote No. 4 he states that (No. 3201) Herb. Griffith in the Kew Herbarium has capitula precisely agreeing with the Bombay drug, indicating that possibly the Bombay santonica came from Afghanistan.

COMMERCE.—The commercial and geographical sources of santonica were evidently not well known in the first century of our era. This is indicated by the name santonica applied to it, a name indicating that it came from S. Antouge in France; Semen Alexandrium, used in the fifteenth century, suggesting that it came by way of Alexandria, the port of Aleppo (which received Eastern goods by caravan from Baghdad); and Semen Zedoaria, that it came from further India. It was not until the fifteenth century that Bhutan was stated by

Pomet to be a source of the glabrous or best kind, which was probably at one time the Alexandretta or Aleppo kind, stated by him to be brought through Persia to Aleppo, Alexandretta and Smyrna, evidently from further East. Later knowledge shows that Russian Turkestan (previously included under Bucharia) was the main source of all the non-hairy or glabrous semen contra of early periods. Before the Russians undertook the government of Turkestan it must probably have come by way of Bokhara, the capital city of Bucharia, which was the central point of all the commercial routes between Eastern and Western Asia to Europe, whence caravans conveyed goods probably through Persia to Meshed and thence to Baghdad in Irak, and from there by caravan to Aleppo to be shipped at Alexandretta for European ports. It is common knowledge that the santonin industry in Turkestan has met with many changes, and little is known about it prior to 1880, when Turkestan came under the Russian Government. At all events two German factories were established near Tschimkent for the manufacture of crude santonin. It was in 1882 that a Russian factory was erected at Tschimkent with a view of concentrating the manufacture of santonin in all its stages there. This was successful for several years, but in 1889 the factory had to be closed. About this time there seems to have been considerable competition with Germany. Monopolies for five years had been granted by the Russian Government to collect wormseed, but for many years the distribution of santonin was monopolised by Germany. In 1895 the Russian factory at Tschimkent was reopened, and was in operation until the war broke out. Until 1914 the entire santonin production at Tschimkent was sent to Germany to be purified. Consequently Russia held the monopoly of production and Germany that of distribution, and the world's consumption was centralised in Germany, which annually returned to the Russian Government 15 poods (of 36 lb. each) to meet the Russian requirements for santonin. In 1920 the production of santonin was controlled by the partners of the Santonin Co. in Russia, and they in turn were under the supervision of the heirs of J. J. Ivanow, who erected the Russian factory in Tschimkent. In 1914 the monopoly was broken, and London became the centre of distribution of santonin and santonica. In 1917 the Russian factory was still working at Tschimkent, the produce passing through Orenburg to Nijni Novgorod, and thence to Moscow, Leningrad, and thence direct to London, but the transport difficulties due to the disturbed conditions of Central Asiatic Russia owing to the war, prevented the factory from obtaining the necessary hydrochloric acid from European sources, and the works had to be closed. In 1919 the factory and all its available stock was requisitioned by the Soviet Government, as well as the stock in the Moscow department. These were exported by the new Russian Government to England via Switzerland, and offered to the English and United States markets. At this time (1919) the world's supply of santonin was dependent upon the stock that had accumulated at the Tschimkent factory and that which was left in the hands of the German agents in Germany. To give an idea of the difficulty of transport, in 1920 the official agents of the monopoly in London succeeded in obtaining a parcel of thirty-two cases of fifty kilos each of santonin, and in transporting these through Bokhara to Meshed in Persia, took three months to convey them on camels with an armed guard to Karachi in the Persian Gulf, whence they were shipped to England. Genuine santonica is now sent from Tschimkent by rail to Orenburg, and thence to Moscow, and then on to Leningrad and, by steamer direct to London, the output being strictly controlled under the direction of the Soviet Government. This santonica is guaranteed to contain not less than 2 per cent. of santonin, while it frequently runs over 2½ to 3 per cent. In our issue of December 8, 1923 (p. 790) an interesting illustration is given of a spurious package of santonin that was offered in commerce which is a close imitation of the package in which the genuine article is supplied. It differs in containing 98 per cent. of boric acid.

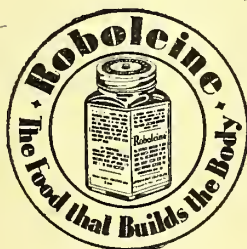
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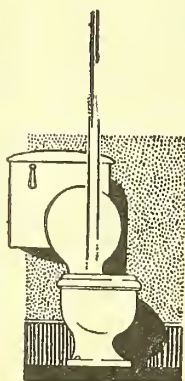
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½ gallon

*The Package brings the First Order
Quality the Repeats*

BARRAL'S FRENCH OLIVE OIL

EXTRA CHOICE PROVENCE SUPERIOR IS
THE FINEST EXPORTED FROM FRANCE.

*Write us for a free two-ounce facsimile
original container, prices, and terms.*

SOLE IMPORTERS FOR
BARRAL & FILS, SALON DE PROVENCE,
FRANCE.

CHAS. ZIMMERMANN & CO. (CHEMICALS), LTD.
9/10 St. Mary-at-Hill, London, E.C.3



BOTTLES
Quarts
Pints
Half-pints
Quarter-pints
2-ounces

SOUTH AFRICA

*Those who desire new, or increase
of old business in this flourishing
and growing Dominion should
treat with*

LENNON LIMITED
WHOLESALE AND RETAIL
CHEMISTS AND DRUGGISTS

Druggists' Sundriesmen.
Dealers in Surgical Instru-
ments, Dental, Optical,
and Photographic Goods,
Perfumery and Assay and
Mining Requisites. Con-
tractors to Hospitals and
Public Institutions.

AGENCIES UNDERTAKEN

London Office:

12-14 LAFONE ST., LONDON, S.E.1

'Phone: HOP 5594.

"Thilocologne"

"DR. THILO" (Name registered)

Ethyl Chloride Cum Eau de Cologne

Has Caught On.



Observe Thilo's New
Syphon Bottle.



Observe Thilo's New Drop Nozzle for
General Anesthesia.

Absolute Chemical Purity.
Competitive Prices.

Now used extensively by
DENTISTS.

HOSPITALS.

GENERAL PRACTITIONERS.

Ask for prices and free sample tube for demonstration.

W. BREDT, 41 Gt. Tower St., London, E.C.3

(Sole Concessionnaire for the U.K. and Ireland).

THE BEST SELLING WINTER REMEDY

VENO'S *Lightning* COUGH CURE

DURING the winter months VENO'S LIGHTNING COUGH CURE has an amazingly large and increasing sale. It is publicly recognised as the leading remedy for COUGHS, BRONCHITIS, ASTHMA and other CHEST AND LUNG TROUBLES. An extensive advertising campaign covering all important Daily; Weekly and Monthly publications and supported by House to House distribution throughout the country will be continuous during the next few months. As a result there is bound to be a constant demand for VENO'S.

**SEE THAT YOUR STOCKS ARE ALWAYS
BIG ENOUGH TO MEET EVERY NEED**

**ORDER THROUGH YOUR WHOLESALE, OR DIRECT FROM THE
BEECHAM-VENO CENTRAL DISTRIBUTING DEPOT, CHESTER ROAD,
MANCHESTER.**

THERE'S A RUN ON GRIPS

FIRST-AID PASTILLES



"GRIPS" are best sellers in the best sense of the term—they are REPEAT sellers. The customer who tries "GRIPS" once becomes a regular buyer and a satisfied buyer, too.

Your profit is good, your reputation is enhanced, and your stock turns over quickly.

Send a sample order TO-DAY and make money out of the most famous medicated pastilles in the world.

**Best Seller
Best Profit**

Made by Lightbowns
of Accrington

WHEN WINTER COMES IN Snowfire Sales go UP!



Thousands of people getting chapped hands, dry, roughened skin, and cracked lips—and thinking automatically of Snowfire! Make a good Snowfire display and capture these sales. Many will ask for Snowfire Jelly, the softer form of Snowfire, which is being well advertised in the press this year. Let your customers see this and the famous Tablet—both will show a brisk turnover with splendid profits.

Snowfire Cream
is a real skin beautifier and women are finding this out. Are you getting your share of the sales of this fragrant non-greasy cream?

Snowfire TABLET AND JELLY

Made by F. W. HAMPSHIRE & CO. (1927) LTD.
Sunnydale Works, Derby.

Agents—India: Messrs. Siqueira & Son, 121 Fort St., Fort, Bombay.
Australia: Messrs. Salmon & Spraggon (Australia) Ltd.,
218 Kent St., Sydney, N.S.W.

Dr. BENGUÉ'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUÉ'S ETHYL CHLORIDE.

Dr. BENGUÉ'S DRAGÉES.—EUPURGO.

PULMO (BAILLY).—FORXOL.—OPOBYL.

ANESTILE.—NARCOTILE.—HEMOSTYL.

LIPIODOL.—MUTHANOL.—ARHEMAPECTYL.

ENTERO ANTIGENS.—STAPHYLOTHANOL.

NEOPANCARPINE. RICARD'S CACHETS.

BENGUÉ & CO., LTD., MFC. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.

The Profit's the thing

A steady profit is assured if you stock

CONSTIPON

The demand is good, and
sales are increasing daily.

TABLETS per box 3d., 6d. & 1/-

Stocked by Scottish Wholesale Druggists.

CONSTIPON

65 West Regent Street, Glasgow.



The 'Aspro' Review


17% Extra Profits.
"British to the Core"
New Series Display Features.


Beautiful New Display Features Printed in Natural Colours for Exclusive Showing by British Chemists

ACCEPTING the advice of a number of leading chemists to provide high-class display features we have pleasure in announcing the completion of a new series, exclusively produced for chemists.

The illustrations on these pages represent actual photographs of cut-outs just received from the printers. The size of each is approximately 22 by 14 inches, and the printing has been executed in full colour with a gloss finish. The composition display shown below is a folding combination in group form of the same figures and has been produced to place on counters, shelves, and in corners and recesses.

From the point of artistic value these displays will not only attract attention, but they will add tone to your display work—give an undeniable impression of progression—and the 'ASPRO' messages link your store to the largest medicine advertising campaign in the world.

Simply write or 'phone, and a complete set will be forwarded to any chemist in Great Britain.

There is no doubt that the new displays will further enhance 'ASPRO' sales for chemists. Turn up your ledger and analyse your 'ASPRO' purchases. IF YOU ARE NOT BUYING ON OUR BONUS TERMS you are losing an additional 17 per cent. net profit, so figure out exactly what this extra percentage would mean to you EACH YEAR. With the cost of doing business rising higher year by year, is it good business to MISS an extra 17 per cent. net?

The 'ASPRO' bonus is as follows:—On a one gross order for 10's the bonus is one dozen packets; on half-gross order, 2 dozen packets. Half gross 10's is the minimum order accepted for Bonus purposes.

17% Extra Profit if You buy Your 'ASPRO' Supplies on Bonus Terms

On a one gross order for 27's the bonus is 2 dozen packets, on a half-gross order 1 dozen packets, and on a quarter gross order ½ dozen packets. A quarter gross order is the minimum quantity. There is no bonus on 5's or 60's.

The conditions are that the Chemist who buys on these terms undertakes to display prominently 'ASPRO' advertising matter in his shop window for 14 days, and sell at advertised prices. As 'ASPRO' is so extensively advertised, this action will not only bring customers into the Chemist's shop to purchase 'ASPRO,' but should enable the Chemist's staff to make other sales to these customers. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices. For Bonuses it is not necessary to buy both sizes at the same time, i.e.,

single lots 6 dozen 10's or 3 dozen 27's will qualify the Chemist.

You order as follows:—We do not sell direct to the Chemist. All our business goes through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler, so that we may forward the order on and the Bonus will be supplied direct by us.

Ordinary prices for 'ASPRO' are as follows:—

3d. size containing 5 tablets 2/3 dozen.
6d. size containing 10 tablets 4/6 dozen.
1/3 size containing 27 tablets 11/6 dozen.
2/6 size containing 60 tablets 21/- dozen.
Less 2½% 30 days.

NOTE.—1/3 size contains 2 extra tablets. The 2/6 size 10 extra tablets.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents—

GOLLIN & CO. PTY. LTD.
(Aspro Dept.)

SLOUGH, Bucks.

Phone - - - Slough 608.

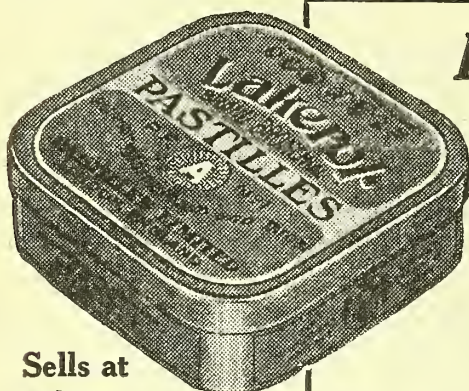
No proprietary right is claimed in the method of manufacture or the formula.



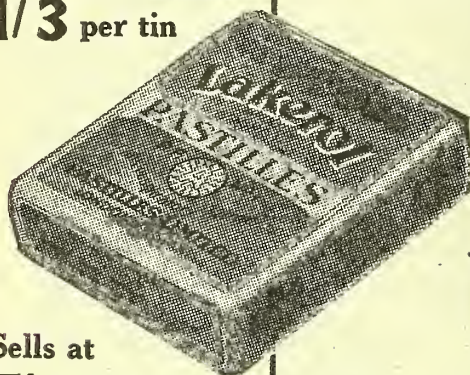
Composite Display for Shelves and Recesses.
Printed in Full Colours.



Made by ASPRO LIMITED
Slough, England



Sells at
1/3 per tin



Sells at
7½d. per pkt.

Purchased & Praised by an ever increasing public

Sales of Lakerol in both the new popular 7½d. packet and the established 1/3 tin show a big increase this season. - Neighbour to neighbour, mouth to mouth recommendation is the reason. Lakerol are the pastilles which once tried remain established favourites.

TRADE TERMS FOR BONUS PARCELS.

1/3 Tins.

Window Display Parcel No. 1 contains 3 dozen tins and a bonus of 6 tins. Invoiced at £1-10-0—Sells at £2-12-6.

7½d. Pkts.

Window Display Parcel No. 1 contains 4 dozen packets and a bonus of 8 packets. Invoiced at £1 — Sells at £1-15-0.

Profit on each equal to 75% on cost.

Attractive Display Material and a liberal supply of sample packets accompany each parcel.

PASTILLES LIMITED.

124 HIGH STREET, SHOREDITCH, LONDON, E.1

LAKEROL

BRAND

BRONCHIAL PASTILLES

**The
Antacid
Digestant**

‘BiSoDoL’
(REGD. TRADE MARK)

is now
made in
London

Terms of your Wholesaler or direct to:
BiSoDoL Limited
12 Chenies St., London, W.C.1.

CAMFORTOL

**SUPERSEDES
CAMPHORATED OIL**

A snow white cream, easier and cheaper to use, more quickly absorbed, and producing quicker results than camphorated oil. Will not cause rash or irritate the most tender skin. Non-oily. Non-staining. Now being advertised extensively in National papers booked for months ahead. Packed in attractive counter display boxes

Retail price 1/3 per pot

Manufactured by **PYNE ROBERTS, LTD.**, Market Place,
Brentford, Middx.

THE IDEAL PRESENTATION OF CAMPHOR FOR EXTERNAL USE

THE PIGO MENTHOL CONES

are known all over the world.

Unexcelled in purity, styles and low cost.

PIGO

MENTHOL INHALATORS
MENTHOL CIGARETTES
STYPTIC PENCILS
CAUSTIC PENCILS
ALUM PENCILS
S/COPPER PENCILS

PHARM. INDUSTRY LTD., Offenbach-Main

Write to **W. BREDT**, 38 Gt. Tower Street
LONDON, E.C.3

Phone : Royal 2668

“Multum in Parvo.”

“VAPOFORM” Disinfectant

Regd.

For disinfection of
Rooms,
Confined Spaces, &c.

for HOME
and HOSPITAL

Has no injurious effects
whatever on Furniture,
Utensils, &c.

Small size, capable of disinfecting
1000 to 2000 cubic ft., 8/6 per doz.

Large size, capable of disinfecting
3000 to 6000 cubic ft., 13/- per doz.

Sole Proprietors—

HARKNESS, BEAUMONT & CO., LTD.
Wholesale Chemists, EDINBURGH.

GALLOWAY'S COUGH SYRUP

*SHOWS OVER 50% PROFIT
WHEN BOUGHT ON BEST TERMS*

A £5 ORDER

ENTITLES YOU TO

10% DISCOUNT & 2½% FOR PROMPT CASH

WITH A BONUS OF

**½ DOZ. 1/3 SIZE OR ¼ DOZ. 2/6 SIZE
FOR 14 DAYS WINDOW DISPLAY.**

1/3 SIZE 12/- PER DOZ.

2/6 " 24/- " "

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

**LOOK TO YOUR STOCKS AND
SEND YOUR ORDER NOW**

**P. H. GALLOWAY, LTD.
LONDON, S.E.17**

CHILL WINDS are TRADE WINDS
to the Chemist who Stocks

IRVING'S Yeast-Vite TONIC TABLETS

OUR NATION-WIDE ADVERTISING is creating an unprecedented demand.

A well-known Manchester Chemist, when sending us a large order recently, writes as follows:—

"Might I mention at the same time that it is a pleasure to sell a line like yours which bears such a good profit and sells so freely."

LOOK at the profit on a Special 14 day Window Show Parcel. Sent Carriage Paid together with BONUS and FREE Display Material.

		COST.	SELLS.	
6 doz. 1/3 size @ 12/-	..	£3 12 0	..	£4 10 0
1 " 3/- " @ 28/10	..	1 8 10	..	1 16 0
	..	£5 0 10	..	£6 6 0
BONUS 12 only 1/3	..	free	..	15 0
2 " 3/-	..	free	..	6 0
30 days NETT	..	£5 0 10	..	£7 7 0

£5 PARCEL
(P.A.T.A.)
46% PROFIT
ON COST
30 days CREDIT
PROFIT £2 6 2.

LATEST SHOW MATERIAL to link up with our huge Advertising sent FREE and POST FREE. State whether required for Small, Medium or Large Display.

IMPORTANT.—Our new Factory is in full swing, but we are taxed to the utmost in meeting all demands. Order NOW to avoid losing sales.

IRVING'S YEAST-VITE, LTD., WATFORD, HERTS.

Telephone:—WATFORD 1475 & 806 (5 lines).

Telegrams: YEAST-VITE, WATFORD, HERTS.

Iglodine

THE SAFE AND PURE ANTISEPTIC,

And its Kindred Preparations, are Dependable, Quick-selling and Profitable to the Chemist.

THEY SATISFY BUYERS AND BRING REPEAT ORDERS!

IGLODINE, the Ideal Home Healer, is Highly Recommended by the Medical Faculty, and Retailers at 10½d., 1/6 and 3/- per Bottle. IGLDINE Specialities include—EMBROCATION, TOILET SOAP, OINTMENT, CREAM, THROAT TABLETS, SUPPOSITORIES, SHAVING STICK, PASTILLES, NASAL DOUCHE, SALICYLATED: Also FIRST-AID OUTFITS.

P.A.T.A. Photo-Litho Showcards. Window Display Scheme. Particulars and Prices from

THE IGLDINE Co., Ltd., NEWCASTLE-ON-TYNE.

BONUS OFFER

The Greatest Cough Cure in the World—

"KOF-OH"

P.A.T.A.

1/3 size approx. 4½ fl. oz. @ 12/- doz. } nett
3/- " " 14 fl. oz. @ 28/- " } 30
1/3 tin Tablets " " @ 12/- " } days

ORDERS of 3 doz. 1/3 or equivalent 4×1/3 free, 6 doz. or equivalent 9×1/3 free for 14 days' window display. Carriage paid. Packages free.

KOF-OH CO., LTD. Manufacturing Chemists **EVERTON, LIVERPOOL**

We have exceptional facilities for manufacturing proprietary lines in BULK or PACK

ENQUIRIES INVITED

PYNE ROBERTS LTD.

Market Place, Brentford, Middx.

YADIL

The Antiseptic Certified Safe by Public Analysts and Pathologists for Internal and External Use.

The new popular priced sizes and widespread advertising of Yadil are speeding up sales—display it and get your share of the new business.

Retail prices: Liquid, 1/3; Yadilets, 1/3; Ointment, 1/3 per tin. There are larger sizes of all the above, and also Yadil Pastilles selling at 1/- per tin, and Yadil Soap 1/- per tablet.

YADIL PRODUCTS (1925) Ltd. Sicilian House, London, W.C.1

AT THE NEW REDUCED PRICES YOU CAN SELL MORE MONSOL PASTILLES BRAND



Monsol advertising is stronger and bigger than ever before, and Monsol Pastilles are getting the lion's share. Push them at the new prices and you will build up valuable business—BECAUSE all through last year the percentage of sales of the larger size INCREASED, and it is still increasing rapidly. In other words, intelligent members of the public are learning that Monsol Pastilles are the only satisfactory method of disinfecting the throat.

Introduce the other Monsol Products—the new Toilet Soap and Dental Cream, and the 1/3d. Ointment, and you will soon find further evidence that the public are appreciative of good products.

The time for a profitable display is NOW. Write for special terms, etc.

MONSOL DISTRIBUTING AGENCY

168/172 Drummond Street, London, N.W.1.



'Petrolagar'

(Regd. Trade Mark)

FREE OFFER.—You may have one 8-oz. bottle free with one dozen 8-oz. size, any assortment, or one 16-oz. bottle free with one dozen 16-oz. size, any assortment (not a mixed dozen of large and small).

*Obtain the best terms by ordering 'Petrolagar'
Brand Emulsion in dozen lots from your wholesaler.*

PETROLAGAR LABORATORIES LTD., BRAYDON ROAD, LONDON, N.
Phone: CLISSOLD 7572.

T-R-C'S

TEMPLETON'S
RHEUMATIC
CAPSULES

Safe—Speedy Relief from Pain

3/-	T-R-C's and RAZ-MAH	...	per doz.	27/-
5/-	"	"	"	45/-
24/-	"	"	"	216/-

Gilmour Templeton Co., Ltd. (Gt. Britain)
Selling Agents for Templetons Ltd., Toronto, Canada

RAZ-MAH

in capsules, easy to swallow

**GUARANTEED RELIEF—ASTHMA,
HAY FEVER, CHRONIC BRONCHITIS**

Wholesale:—
BUTLER & CRISPE, 80/82 Clerkenwell Rd., LONDON, E.C.1

IF IT'S TABLETS

Send us your enquiries for all lines

BULKED AND PACKED

Superior Products, Artistic Pack—PRICES RIGHT

*We specialise in compressing Customer's
own Powders to Private Formulas . . .*

Strict Secrecy Guaranteed

CONTRACEPTIVE TABLETS

A GREAT ADVANCE IN CONTRACEPTIVES

BUCKLEY-BOWKER TABLET CO., LTD.

29 PARKFIELD STREET, LONDON, N.1.

THERMAL LINIMENT

A very warm and stimulating Liniment.



Nothing produced in the British Empire or in America can be found more effective and quick in its remedial action.

Put up in neat 3 oz. panelled bottles in showy cartons and with labels of a compelling character.

Retail
1/3

Price	3 dozen
8/6	8/-
per Dozen	per Dozen

Seller's name and address
printed free on 3 dozen
lots.

Apply—

LOFTHOUSE & SALTMER, Ltd.

Wholesale Druggists

HULL



*The Original!
and still the best*

Now is the time to review your Stocks of "O.A.P.'s" the Original Antiseptic Pastille, as prepared by Wm. Alfred Jones, late of the Liverpool Throat Hospital.

In 1lb. and 4lb. tins (to retail at 5d. oz.)

3/4 per lb.

In 1/- pocket tins
7/6 per doz.

Order NOW your winter supplies of—

O.A.P.'s

Sole
Distributing
Agents:—

WM. ALFRED JONES, Ltd.

West India House, Liverpool.

Wholesale Agents:—

London: Thos. Hodgkinson,
Prestons & King, 262 Bishopsgate, E.C.2.
Bradford: Brook, Parker & Co., Ltd.
Birmingham: A. S. Price & Co., Ltd., Blackheath. Bath: Steel & Marsh, Milson Street.



3.

FABRITIUS, OSLO.



National Committee for
Promoting the Consump-
tion of Norwegian Cod
Liver Oil, Bergen, Norway.

To combat wasting diseases; to accelerate the process of convalescence; to maintain health; Norwegian cod liver oil is a sure and trusted ally which no doctor can afford to disregard.

Thanks to its prolific content of vitamins A and D, Norwegian cod liver oil is a strong adjuvant in the fight against micro-organisms that cause colds, pneumonia, bronchitis, diarrhoea and rickets. It has been found of the greatest value in restoring to health arrested cases of tuberculosis. It also helps to maintain a healthy skin action.

There is no efficient substitute for cod liver oil.

A TEASPOONFUL OF
NORWEGIAN COD
LIVER OIL CONTAINS
MORE VITAMINS THAN



ALL THE BUTTER AND
MILK ANY INDIVI-
DUAL CAN EAT AND
DRINK IN A DAY

NORWEGIAN COD LIVER OIL

PURE MALT EXTRACT

with *FINEST*

NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH - - HERTS.

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

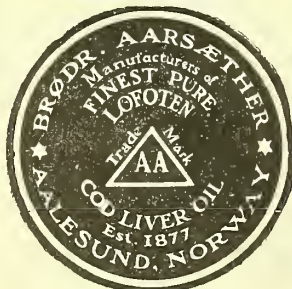
(VINUM AURANTII B.P.) Prepared in strict accordance with the Formula of the British Pharmacopoeia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

ESTABLISHED 1772

HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care, in the greatest chemical purity by
Messrs. THOMAS & WILLIAM HENRY, 11, East Street, St. Peter's, Manchester.
And is sold in Bottles, authenticated by a stamp bearing their name. Trade Mark, "Henry's Calcined Magnesia."
New York: Messrs. SCHIEFFELIN & CO., William Street. PRICE 2s. 9d. Paris: Messrs. ROBERTS & CO. 5, Rue de la Paix.

Season—1929



Agent for Scotland:
ANDREW STEVEN,
7 York Street, Glasgow.

COD LIVER OIL

GUARANTEED GENUINE. FINEST PURE LOFOTEN.

Manufacturers:

BRÖDR. AARSÆTHER A/S, Aalesund, Norway.
LARGEST MANUFACTURERS OF COD LIVER OIL IN NORWAY.
SPECIALITY—Cattle and Poultry Feeding Oils.

Stocks always held in London.

In 25-gallon tin-lined barrels.

SOLE AGENTS
FOR U.K.:

FREUDENTHEIL, SMITH & CO.

Tel. Add.: "FREUDENRUF." 21 Mincing Lane, LONDON, E.C.3. Tel.: ROYAL 6600.

Codes used: ABC, 4th and 5th Edit., Bentley's, and Private.



"NEW-PROMONTA" is prescribed and recommended by the Medical Profession.

"NEW-PROMONTA" is used in Hospitals and University Clinics.

"NEW-PROMONTA" gives tone and power to the Nervous System and the Brain.

"NEW-PROMONTA" increases the Appetite and aids Digestion.

"NEW-PROMONTA" enriches the Blood.

"NEW-PROMONTA" gives an increased vitality.

"NEW-PROMONTA" is extremely palatable to persons of all ages.

A valuable tonic food for nerves & brain

The winter season is a particularly suitable time to stock and display "NEW-PROMONTA"—the scientific nerve food.

"NEW-PROMONTA" is a specific food for nervous disorders containing the actual Lipoids of the central nervous system in a highly concentrated and easily assimilable form. It contains in addition many valuable tonic nutritives, including Lime, Iron, Haemoglobin, Albumines, Carbo-Hydrates and Vitamins A, B, D and E.

NEW-PROMONTA

A SCIENTIFIC FOOD FOR THE NERVOUS SYSTEM

In TABLET form "NEW-PROMONTA" is packed in flat metal boxes. An aluminium tube, which holds a day's supply, is included in every box.

In POWDER form "NEW-PROMONTA" is packed in handy sealed boxes of two sizes, containing $\frac{1}{4}$ lb. and $\frac{1}{2}$ lb. respectively.

PRICES (P.A.T.A.) for Great Britain and Ireland:—

POWDER—Boxes of $\frac{1}{4}$ lb. net, 3/-; boxes of $\frac{1}{2}$ lb. net, 5/6.

TABLETS—Boxes of 54, 3/6.

Obtainable from the principal wholesale Chemists and Sundries Houses.

PROMONTA COMPANY, LTD., Westmorland House, 127-131 Regent St., London, W.1

Telephone: Regent 7950.

Telegrams: Nupromonta, Piccy, London.

NO MORE TEA! NO MORE COFFEE! NUTRAVITE

The New Substitute for TEA and COFFEE.

CONTAINS NO TANNIN OR CAFFEINE.

100% pure. Rich in Vitamins. NUTRAVITE is a nutty product, hence that piquant flavour and exquisite aroma.

SPECIAL BONUS for Window and Counter Displays.

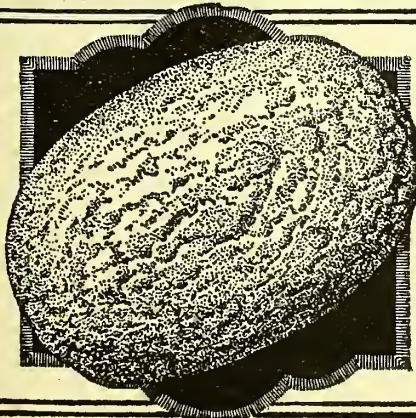
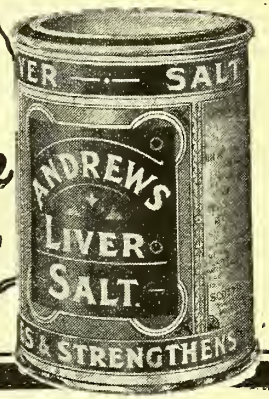
Write for Sample and Terms.

1/3, 3/4, 5/- and 10/- Packets. NUTRAVITE will be extensively advertised and should prove a "Best Seller."

Associated Nut Plantations (Cornhill Development Trust Ltd., Proprietors), 14 Queen Victoria St., London, E.C.4.

Phone: Central 6969.

The Saline with the largest sale 9d & 1/4.



Two thirds actual size

Bath Rusks

Unsolicited testimonials daily for Carr's famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by

CARR'S of Carlisle

The Oldest House in the Trade

Best sellers

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-
GUARANTEED TO STAY ACCURATE
CONSISTENTLY ADVERTISED

Made by
ZEAL

-the name the public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



A line that customers ask for by name



Doctors and nurses recommend "NORVIC" Crêpe Bandages for their dependability. They are well advertised and a small display will pay you handsomely.

NORVIC Reg'd.

Blue Carton Crêpe Bandages

Full 33 1/3 % Profit. P. A. T. A.

Stocked by all the leading wholesalers.

Sole manufacturers: Grout & Co., Ltd., 35 Wood St., E.C.2.

SURGICAL DRESSINGS

of all kinds

ABSORBENT LINT
BORIC LINT
COTTON WOOL
SURGICAL GAUZE
BANDAGES
GAUZE TISSUE
CAPSICUM TISSUE
SANITARY TOWELS



WHOLESALE AND EXPORT ONLY

ALL THE PROCESSES of manufacture, including Weaving, Bleaching, Raising, Medicating and Making-up are carried out in our own works

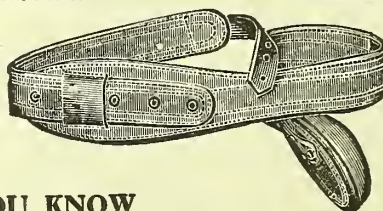
VERNON & CO. LTD

Manufacturers, Bleachers and Medicators of Surgical Dressings
PENWORTHAM MILLS, PRESTON, LANCs

The "Hernicura" "COMFORTABLE"

Reg. No. 627925.

Patent No. 23241.



YOU KNOW

how often you have trouble in fitting customers with trusses, and how frequently dissatisfaction is expressed.

TRY

the "Hernicura" Trusses. They are easy to fit, possess great adaptability, give absolute satisfaction, and yet are most reasonable in price.

A 33-inch Truss will adjust from 30 to 36 inches.
Head is also adjustable.

Write for Price List.

Specimens on appo.

MORGAN-DAVIS & SONS LTD.

Truss and Surgical Appliance Makers

276-278 BISHOPSGATE, E.C.2.

Phone: Bishopsgate 2417.

NOTE THE
NEW
DISPLAY BOX



INGRAM'S "AGRIPPA" PATENT REINFORCED GREEN BAND TEAT

Made of the famous "Ingram Quality Rubber," Pure Para, by a special process to ensure purity. Free from fillers and other deleterious compounds. Sterilizable in boiling water without injury to the rubber. Be sure it is branded "INGRAM'S."

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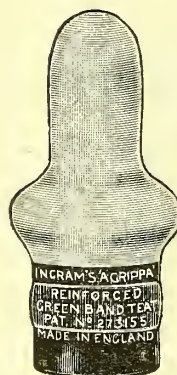
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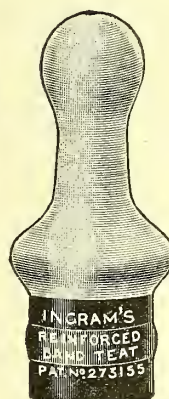
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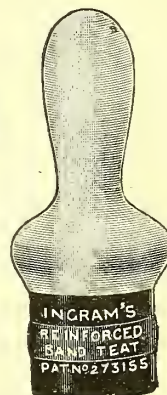
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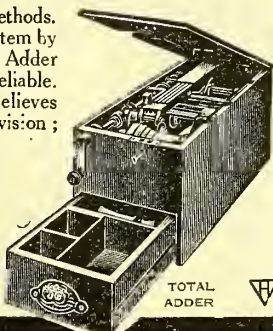
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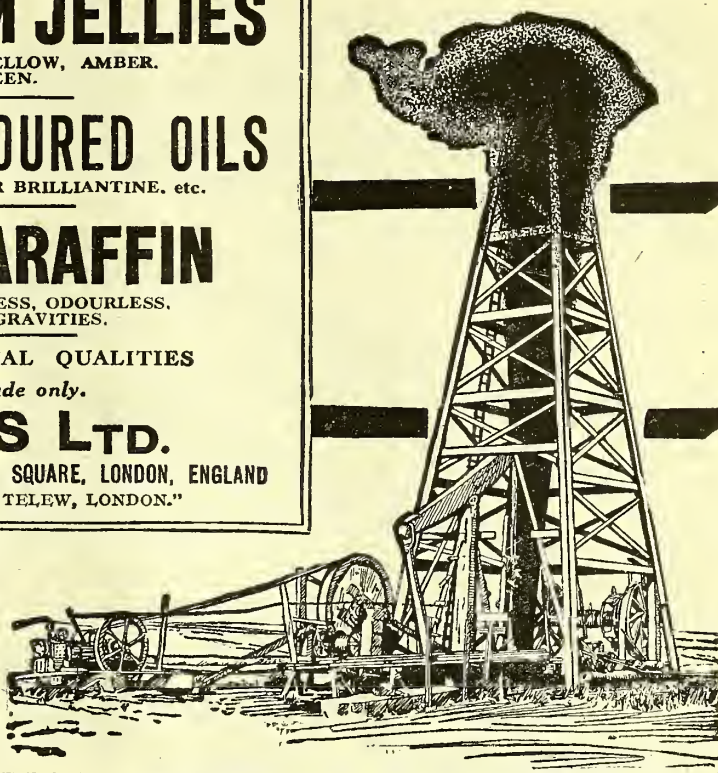
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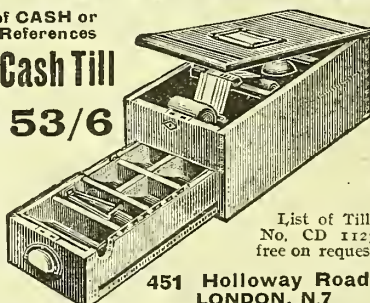
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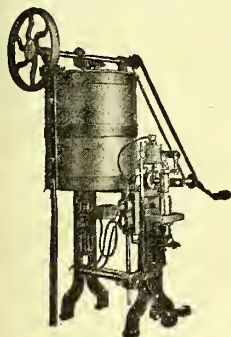
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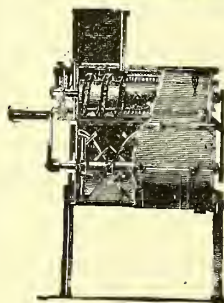
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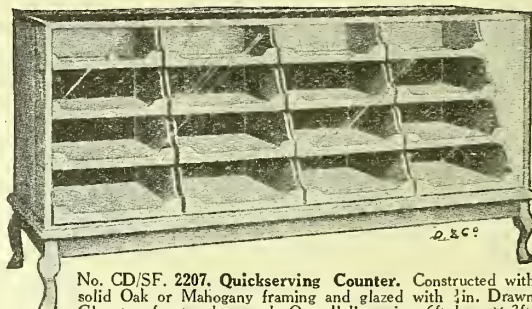
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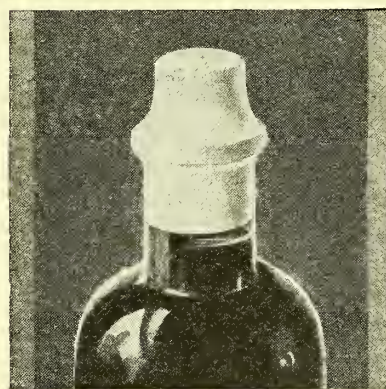
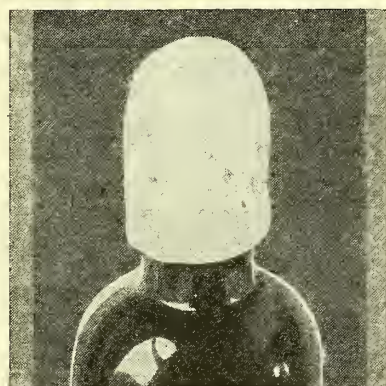
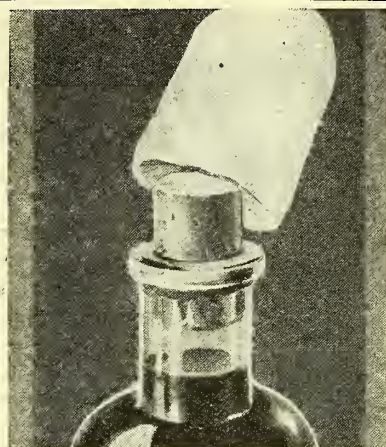
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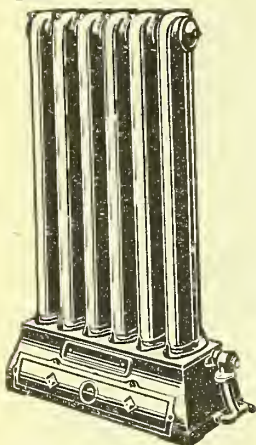
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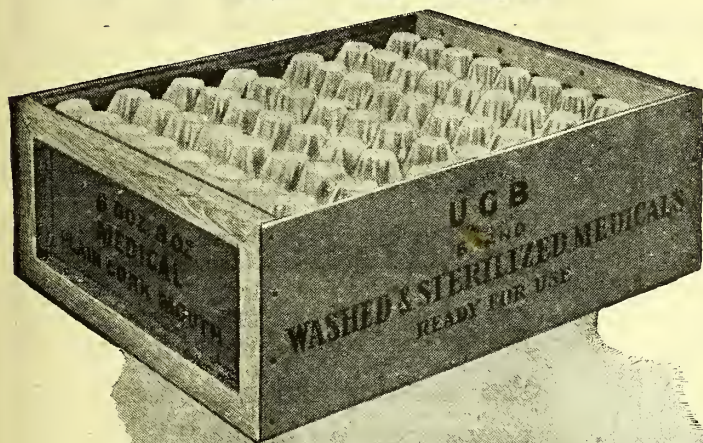
GLASS BOTTLES

COUGH MIXTURE
PANELS

Write for Quotations. Good Quality Bottles at low prices.

WM. HANSON & SONS, LTD., ROSE GROVE, BURNLEY Phone 3307.

The **NEW U.G.B.** MEDICAL BOTTLE Service



Indispensable to the busy dispenser

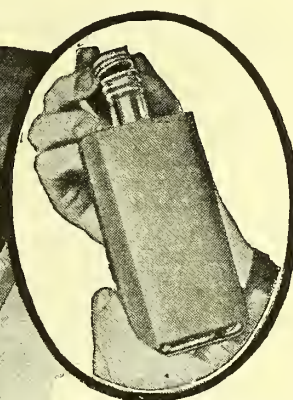
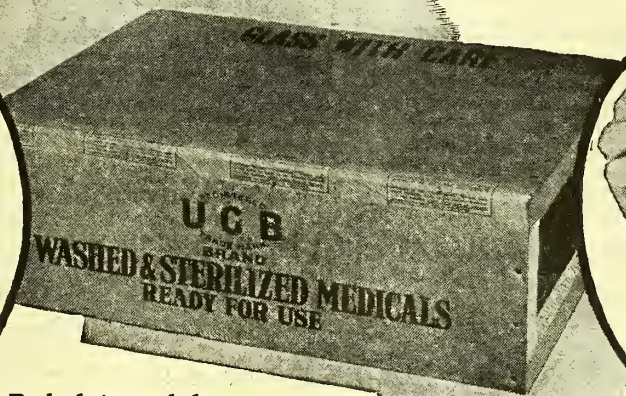
Photograph of actual package of Cork-mouth bottles with cover removed.

Washed & Sterilized — ready for use



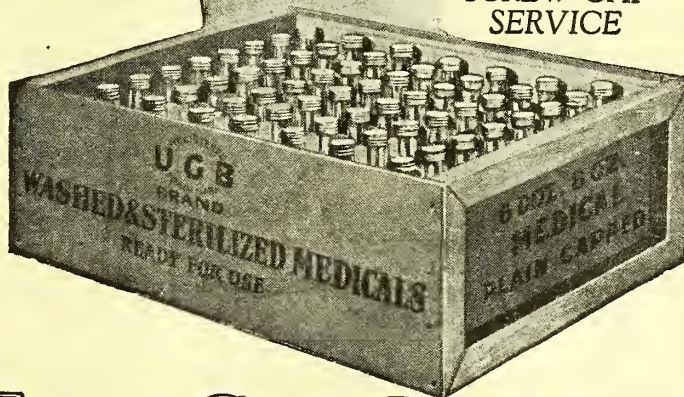
CORK MOUTH SERVICE

Packed in sealed non-returnable standardized fibre cartons.



SCREW CAP SERVICE

Photograph of actual package of Screw-cap bottles with cover removed.



NOW AVAILABLE FROM LEADING WHOLESALE DISTRIBUTORS.

UNITED GLASS BOTTLE MANUFACTURERS · LIMITED
The largest manufacturers of Glass Bottles in Europe.

Head Offices :
40-43 NORFOLK ST., STRAND, LONDON, W.C.2.
Telephone : Temple Bar 6680 (10 lines). Telegrams : "Unglaboman," Estrand, London.

"PEROXTIK"

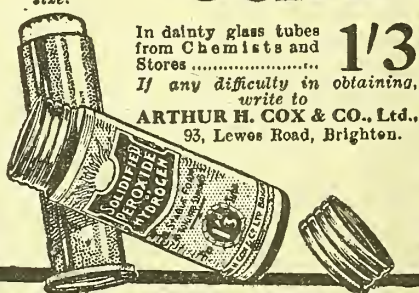
THE SOLID PEROXIDE OF HYDROGEN

An Invaluable Toilet Aid

A touch of Peroxide Stick (or an application or two in stubborn cases) removes cigarette stains from the fingers. It whitens the finger nails and softens the cuticle, while the hair-bleaching properties of Peroxide of Hydrogen are, if anything, intensified in this unique SOLIDIFIED form. In its convenient and dainty glass tube, it is always ready for immediate use.

Solidified Peroxide of Hydrogen Stick

Half
a actual
size.

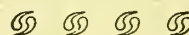


In dainty glass tubes
from Chemists and
Stores

If any difficulty in obtaining,
write to
ARTHUR H. COX & CO., Ltd.,
93, Lewes Road, Brighton.

Here we reproduce one of the striking advertisements now appearing in the "Daily Mail," which has amply demonstrated its stupendous pulling powers.

We invite your co-operation, to our mutual advantage, by showing on your counter or in your window, either a box or a showcard of this line.



PRICE :

per **10/-** dozen.

Retail : **1/3** each.

ARTHUR H. COX & CO. LTD.

BRIGHTON, England.

THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON E.C. 4

DECEMBER 14, 1929

This Supplement is inserted in every copy of The Chemist & Druggist.

SPECIAL NOTICE

OWING to the XMAS HOLIDAYS, all advertisements for the Supplement of December 28th must reach this office by FIRST POST

TUESDAY, DECEMBER 24th

CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

Telephone No.: CITY 2283.

May be consulted at their Offices on matters of Sale, Purchase and Valuation

1.—LONDON, W. (Distant Suburb).—Cash Retail and Dispensing Business; returns, under management, £2,100 per annum, with scope for increase; shop well fitted in mahogany and fully stocked; rent £90; sub-let £52; held on lease; price £1,600, or near offer; vendor purchased another business.

2.—LONDON, S.W. (Main Road).—High-class Retail Business, with small Optical connection; returns about £2,400, under management; estimated value of stock and fixtures £900; long lease; moderate rent; quick sale desired; price £1,600.

3.—LONDON, E. (Few Miles Out).—Cash Drug Store, in populous area; returns £800; corner site; new lease will be granted at rental of £32 per annum; small house; side entrance; stock and fixtures worth £350; price £500.

4.—LONDON, W.—General Retail and Dispensing Business; established many years; returns last year £3,600; about £200 from Optical; corner shop, well fitted; living accommodation; held on lease; rent £60; price asked £3,000.

5.—LONDON, S.W.—High-class Retail and Dispensing Business; returns exceed £3,000; net profit £650; estimated value of stock and fixtures £1,400; good house; private entrance; held on lease; rent £145; price £2,300, or valuation terms entertained.

6.—PUTNEY.—Cash Retail Business in respectable working-class area; returns £1,200; scope for increase under younger man; net profit £324; attractive corner lock-up shop; rent £52 per annum, inclusive; held on lease; price £700.

7.—LONDON, S.E.—Modern Drug Store, with splendid opening for N.H.I.; established 30 years; returns £800 at very good prices; convenient living accommodation; garden; rent £4 monthly; vendor, having bought another business, must sell at once; price £500, or near offer.

8.—YORKS.—General Retail and Dispensing Business, with Kodak Agency; returns last year £2,365; double-fronted shop, well fitted and stocked; rent £75; modern house available; price asked £1,500.

9.—SOUTH-EAST COAST.—General Retail Business, with Kodak Agency; established 1871; returns £3,800 per annum, of which sum £800 is Optical; audited accounts; double-fronted, corner shop; mahogany fittings; the premises, which are used entirely for business purposes, are held on lease at a rental of £80 per annum; private house available if required; price of business £3,000.

10.—BEDS.—General Retail Business, with Kodak Agency; main thoroughfare of large town; returns, under management 1928, £1,247; scope to double; well-fitted lock-up pharmacy; rent £60; held on lease; price £450, of which sum £200 in good stock will be guaranteed.

11.—LEEDS.—Working-class Retail and Dispensing Business, with scope for increase under personal supervision; returns, under management, about £1,000 per annum; stock estimated to be worth £250, apart from fixtures; price asked £250, or offer; rent £50; held on lease; must be sold.

12.—HANTS.—General Retail and Dispensing Business, with N.H.I.; returns last year £3,159, with gross profit £1,098; scope for increase under energetic management; double-fronted shop; new lease; rent £150; price £2,000, or near offer; ill-health cause of sale.

13.—MIDDLESEX (Few Miles Out).—Good-class Retail and Dispensing Business; returns approach £3,000 per annum; very well-fitted shop, heavily stocked; comfortable living accommodation; garage; 21 years' lease; moderate rental; further details on application.

14.—HERTS.—General Retail and Dispensing Business, with Wine Licence; returns last year approached £2,600, increasing; double-fronted shop; well fitted and heavily stocked; lock-up pharmacy; rent £120 per annum; new lease; terms, valuation of stock and fixtures, plus £650 for goodwill.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such service.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

- 1.—KENT COAST.—High-class Retail, with good "Optical" connection; returns average £3,800; net profit £1,000; excellent position; low rent; valuable lease; books audited; price £3,000.
- 2.—DORSET COAST.—Light Retail Dispensing, with Kodak Agency; returns about £1,900; good position; modern pharmacy and house; price £1,100; freehold can be purchased.
- 3.—HOME COUNTY (15 Miles Out).—Good-class Mixed Business, returning about £2,400; good profits; low rent; long lease; large shop with house attached; no near opposition; price £11,500, or offer.
- 4.—ESSEX (Health Resort).—Good unopposed Chemist's Business returning last year £1,156; net profit over £300; no N.H.I.; own property; lease granted; good house with large garden and garage; owner retiring; price £700.
- 5.—BLACKPOOL.—Middle-class Cash Retail, with Kodak Agency; well established; returns average over £1,750; net profit £460; large shop with house attached; well stocked; price £900.
- 6.—SHROPSHIRE.—Old-established, good-class Business, in good market town; returns average over £3,100; large premises; own freehold; retiring; price, with freehold, about £4,500.
- 7.—NORTH MIDLANDS.—Modern Cash Store Business, returning over £2,350, books audited; fine corner position; stock and fixtures worth £1,250; price £1,500, or near offer.
- 8.—SOUTH-EAST COAST.—Light Cash Retail; steadily increasing; returns exceed £1,500; net profit over £400; nice house and garden; price £1,000, or offer.
- 9.—WESTERN SUBURB.—Good-class Family Retail and Dispensing; returns about £2,000; plenty of scope; modern pharmacy; fully stocked; large house; price £1,600.
- 10.—NORTH LONDON (Few Miles Out).—Good-class Retail and Dispensing; in fine position; net profit over £800; splendid house; modern pharmacy; handsomely fitted and heavily stocked; price £3,200.
- 11.—LONDON, S.W.—Cash Retail, with Optics; in main road; returns £2,500; net profit £700; audited books; long lease; low rent; good stock; price £1,600 for quick sale.

Estab. 1870.

Telephone: Terminus 3574.

The Association of Manfg. Chemists, Ltd

Business Agency, Transfer & Valuation Department

Head Offices—Kimberley House, Holborn Viaduct, London,

E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Valuer.

Phone: City 1261-2-3

BUSINESSES FOR DISPOSAL

- 1.—BERKS.—Double-fronted shop, well fitted in mahogany, held on lease with 7½ years to run at rental of £71 6s. 8d. per annum; returns £1,300 p.a.; excellent opening for Optics. Further particulars on application. (19)
- 2.—SURREY.—Situate on main London to Brighton road; lease will be granted at a rental of £104 per annum; has been very much neglected owing to illness; returns £19 per week; could be easily doubled with attention. Further particulars on application. (16)
- 3.—BRISTON.—For immediate disposal, Light Retail Dispensing Business, with Kodak Agency and scope for Optics; situate in main road; lock-up shop; on lease, with nine years to run, at £80 per annum; beautifully fitted and good stock carried. Further particulars on application. (13)
- 4.—SUFFOLK.—Seaside resort. Old-established Family, Dispensing and Retail Business, on lease at £100 p.a.; good living accommodation; private entrance; £1,000 all at, or £350, plus stock and fixtures at valuation. (21)
- 5.—BLACKPOOL (North Shore).—Occupying commanding position in this popular seaside resort, there is for immediate disposal a Retail Dispensing and Photographic Business, with Kodak Agency; large D. & P. connection; 5 years' lease at £95 per annum; returns at present, which could be considerably increased, £1,200; net profit £420; price for quick sale £250, plus stock and fixtures at valuation. (20)
- 6.—BECKENHAM (Blackheath and District).—Required immediately, good-class Retail Dispensing Business with Photographic connection; neglected business would be entertained; particulars treated in strictest confidence; bona fide purchaser with cash available.

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

CHARLES C. MARSDEN

Chemists' Valuer, Transfer Agent & Stocktaker,
29 Oakwell Crescent, Oakwood, Leeds.

WEST RIDING.—Four sound Chemists' Businesses worth investigation at £450 with house, at £650, lockup, unopposed, at £750, and £850, good Family Dispensing. Doncaster, £300 (a bargain), also Nice Country Chemists', unopposed, av. rets. £2,300, net profit £530. Price £2,200 with property.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

CARDIFF.—Lock-up Pharmacy on main road, with Kodak Agency and good Optical connection; low rent; takings £24 weekly at exceptionally good profits; price for quick sale £450, or £50 and stock and fixtures at valuation; references given and required. 206/7, Office of this Paper.

HOME COUNTY.—Modern, well-fitted Pharmacy in main thoroughfare of important town; double-fronted shop, with house of seven rooms; held on long favourable lease; substantial and increasing turnover; price £100 and stock at valuation; partnership entertained, or would accept part payment; inquirers please give bankers', trade or solicitors' reference. 206/13, Office of this Paper.

LONDON SUBURB.—Good-class, well-established Business, showing steady increase; net profit £1,300 per annum; audited accounts; splendid position in large growing residential district; large pharmacy; heavily stocked; house attached; price £3,000 cash; only genuine buyers need apply with references. "Sound," 161/689, Office of this Paper.

NORTH LONDON (Nice District).—Good-class Retail and Dispensing Business; in present hands 20 years; returns last year over £2,900; net profit £817; shop well fitted and heavily stocked; nice house; garage; new lease at low rental. 161/688, Office of this Paper.

DRUG Store for Sale; N.W. London; thickly populated, working-class locality; good stock; Kodak Agency; returns £12 to £15 per week; living accommodation, or could be let off to Dentist; good profits; price £300. 206/10, Office of this Paper.

DRUG STORE (Somerset Village).—Average sales for past three years £874; must sell at once; price, including stock, £250; stock alone worth much more; dwelling-house attached also for sale; part purchase may remain on mortgage; a genuine, easily-worked business. 206/18, Office of this Paper.

OLD-ESTABLISHED Family and Dispensing Business in West London suburban borough; long lease; inclusive rent £80 per annum; owner retiring; price £650 (or near offer); scope for young pharmacist. Ernest J. George, 34 Markshury Avenue, Richmond, Surrey. (Phone: Richmond 2210.)

ON IMPORTANT MAIN ROAD.—Established Business, with attractive modern shop front and stylishly fitted interior; business recently neglected, but capable of considerable development in the hands of a live man; good living accommodation; freehold can be had or long lease; excellent opportunity. Particulars, Roper, Son & Chapman, 247 High Street, Hounslow.

TOILET and small Speciality Business, having good connection amongst Chemists and Stores, including several registered trade names well known in the trade; progressive and capable of great extension; own works, pleasantly situated Manchester district; worthy of investigation. 161/684, Office of this Paper.

VERY old-established Business in busy main road, Manchester; prominent corner position; well fitted and stocked; good steady trade; living accommodation; returns last year £2,800; Kodak, N.H.I.; terms, reasonable sum for goodwill and valuation stock and fixtures. 206/23, Office of this Paper.

VILLAGE Chemist Business for Sale, £300, including stock and fittings; rental £50; 6-roomed house included; Hampshire. Apply Hambledon Pharmacy, Hambledon, Hants.

£400.—BRANCH Business, Devon; old established; lock-up shop; near Military Barracks and on way to sea; Kodak Agency; takings, under manager, approximately £900; could easily be increased; good profits; rent £2 (inclusive) per week; long lease if desired. Write Porter & Hutchings, 11 The Crescent, Plymouth.

BUSINESSES WANTED.

PHARMACIST wishes to purchase—for cash—sound Retail Business with good-class connection, preferably in country town, without optics or wine licence; turnover not less than £3,000; lock-up shop, or with convenient dwelling-house. Confidential particulars to W. T. Young, "Lynton," Guilford Road, Leicester.

PRIVATE Chemist requires Business—not property—situated in London or near, showing net profit not less than £350-£400; chartered accountant's figures; must have favourable lease at reasonable rental; can take over early 1930; kindly give formal particulars in confidence; cash transaction; bankers' references given if likely suitable. 205/30, Office of this Paper.

AGENCIES.

AGENCIES required for Patent Medicines by well-established firm in Calcutta. Reply to London Office, Wiseman & Co., Ltd., 72 Leather Lane, E.C.1.

CHEMIST (qualified) would like to take up Agencies (on commission) for high-class Specialities; is well known throughout Ulster, and could influence business; uses motor for travelling. Apply "Rad Gentian," Eason's Advertising Service, Belfast.

COMMISSION Agent required who covers Lancashire Chemists—preferably with own car—to handle advertised Proprietary Pills along with any other non-competing lines; good terms to energetic man. Write 161/578, Office of this Paper.

IMPORTERS of Pharmaceutical Specialities and Proprietary Medicines, established 7 years, with connections in the domestic trade, want offers from a few first-class English or Continental firms desirous of developing their businesses; English and Spanish correspondence; exclusive territory; bankers' references. Isaias G. Lopez & Co., Box 899, Bogota, Colombia, South America.

OLD-ESTABLISHED firm of Wholesale Chemists, with warehouse in Glasgow and staff of travellers, covering Glasgow and rest of Scotland, seeks Agency, on commission, for Specialities and Proprietary Articles, Pills, Chemicals and Packed Goods; could stock and deliver; highest bank and commercial references. Address Hamilton, 591 Clarkston Road, Cathcart, Glasgow.

SOUTH AFRICAN MARKET—Agent, arriving in England shortly, well introduced and experienced, is desirous securing Agencies from Manufacturers anxious to obtain business from South African territory; particularly interested in Proprietary lines; appointment can be arranged. Write "N. C.," c/o Offices of the "Mercantile Guardian," 32 Bishopsgate, E.C.2.

APPOINTMENT.**ARMY SCHOOL OF DISPENSING, CROOKHAM, ALDERSHOT.**

A CERTIFIED Pharmacist is required to fill the appointment of Instructor at the above School.

Basic salary £275 per annum, rising by annual increments of £15 to a maximum of £350 per annum, plus Civil Service Bonus (total salary with current bonus £392 to £485 per annum (approximately)), together with an allowance for quarters of £49 per annum whilst the basic salary is less than £300, and an allowance of £70 per annum thereafter.

Applications, stating age, full qualifications and experience, and giving copies of not more than three recent testimonials, should be submitted to the Under-Secretary of State, The War Office (A.M.D.1.), Whitehall, London, S.W.1, not later than 19th December, 1929. If otherwise suitable, preference will be given to ex-Service applicants.

Applicants should not be over 40 years of age. The successful candidate will be required to pass a medical examination by a military medical officer, and if passed fit will be required to take up his duties on 1st January, 1930.

PARTNERSHIPS.

UNQUALIFIED Drug Store Proprietor seeks a qualified Partner (male or female) at once; £100 only to develop N.H.I., recently established, in market centre, N.E. London, or would sell £250. Apply 643 Lea Bridge Road, E.10.

YOUNG man, with excellent London experience, requires Partnership in well-established business; capital available. Apply P.C.B. 9/30, Office of this Paper.

PREMISES FOR SALE.

LEIGH-ON-SEA (County Borough of Southend-on-Sea).—Magnificent Freehold Shops for Sale; double-fronted, plate-glass windows; splendid living accommodation; garage right of way; position positively an ideal one for Chemist and Druggist; buses stop outside the premises; enormous neighbourhood. Particulars owner, "Bellairs," The Cliffs, Westcliff-on-Sea.

PREMISES TO LET.

LEASE for Sale. Your opportunity. West Middlesex. Two adjoining Shops, with living accommodation, and occupying the best trading position in thriving township; suitable any trade or business; rent £150 per annum each. Full particulars write Box 269 at Horncastles, 60 Cheapside, E.C.2.

SITUATIONS OPEN.**RETAIL (HOME).**

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The Advertiser may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

LIVERPOOL.—Qualified, young, energetic, trustworthy as Manager. State age, experience, salary required, with photo. D. Norman, M.P.S., 269 Crosby Road, Seaforth, Liverpool.

LONDON, E.C.—A smart qualified Manager is required for a good-class city business; applicants must be between 30 and 40 years of age, had previous experience of this type, have a good personality, and be able to make striking displays. Give full particulars to 161/690, Office of this Paper.

LONDON, S.E.—Qualified Manager with Optical qualification required for brisk Retail, N.H.I. and Photo business; two assistants kept; good prospects for business builder; commission given on Optical business. Reply, stating full particulars, age, experience, salary required, references, etc., to 206/22, Office of this Paper.

LONDON, S.E.—Unqualified Assistant with Optical qualification required, to take charge of new Optical department and to help on Counter, etc., in chemist business; commission given on Optical business. Apply, stating age, experience, salary required, references, to 206/220, Office of this Paper.

LONDON, S.E.—A competent, all-round, unqualified Assistant wanted, to commence duties Monday, December 30 next; reliable Dispenser; 21 to 28 years of age; previous London experience an advantage; pleasant suburb; applications not answered within a few days respectfully declined. 207/27, Office of this Paper.

ST. THOMAS'S HOSPITAL, S.E.1.—Wanted, qualified Assistant (gentleman), not over 30 years of age, to commence January 1, 1930; salary £200 to commence; hours 9-5, with occasional Sunday duty; interview necessary. Apply by letter, giving full particulars, to the Pharmacist.

SOUTH KENSINGTON.—Unqualified Assistant (male) required on January 1. Apply by letter in the first instance, giving age, height, experience, and salary required. Letters not answered in three days declined with thanks. "A. D.," c/o Plaister & Co., 15 Gledhow Terrace, London, S.W.5.

TORQUAY.—Required, a qualified Assistant (male or female), with sound Dispensing experience and courteous manner. Apply, giving previous experience, age, salary desired, etc., to W. B. Douglas, 1 Victoria Parade, Torquay.

ASSISTANT wanted, January, 1930, for Country Village Pharmacy; wages 40s. weekly and 6-roomed house. 161/685, Office of this Paper.

ASSISTANT, with Optical qualification, registered J.C.Q.O., required early in January; age not over 30; unmarried; good appearance and address and first-class Window-dresser essential. State age, experience, references, and salary required. W. H. Fowler & Co., Ltd., 38 Station Road, Redhill, Surrey.

JUNIOR or Improver immediately after Christmas. Full particulars, stating height and salary (outdoors), enclosing photo. B. Deck, 30 Regent Street, Cambridge.

JUNIOR required immediately for a middle-class Family and Dispensing business in Kent. Give full particulars of salary required, previous experience, etc., 161/691, Office of this Paper.

QUALIFIED Manager or Manageress wanted, end of January, to take charge of branch; must be good Dispenser and well up in all branches of business; unfurnished house provided over shop; age not over 30. Kirkman, Chemist, New Milton, Hants.

QUALIFIED lady Assistant required; Dispensing and Family trade. State age, height, experience and salary required, photo. Courtesy and interest in customers' requirements essential. Lander, 200 Normanton Road, Derby.

QUALIFIED, experienced Manager wanted for London, E.1; must be a first-class man in every branch; permanency; highest references essential. Write full particulars to "A. A.", 86 Levett Gardens, Goodmayes, Ilford.

REQUIRED, for South Coast town, qualified gentleman or lady to act as cover; would suit elderly person. Please state age, experience, salary required, when disengaged to 202/32, Office of this Paper.

SMART, unqualified Junior Assistant wanted; good Salesman and Dispenser essential. Linsley's, Chemists and Opticians, 308 Earl's Court Road, S.W.5.

WANTED, Dispensing Chemist as Manager in small Retail business; previous experience necessary. Write full particulars, together with past experience, salary required, to Box A.5109, Rays, Cecil Court, W.C.2

WANTED, young, qualified Assistant; Optical qualification preferred, but not essential; must be capable, trustworthy, and keen worker. Please give full particulars of experience, stating age, salary required, when at liberty, and enclose photo if possible; outdoors; East Coast town. 204/20, Office of this Paper.

YOUNG, qualified, as Manager of small new branch; must be used to N.H.I. Dispensing. Apply, giving full particulars of experience, age and salary required, Frank Swire, Ltd., 286 Gibbet Street, Halifax, Yorks.

WHOLESALE.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

IRISH FREE STATE.—Excellent opportunity occurs for an energetic and ambitious Salesman to represent well-established London firm of Manufacturing Chemists, catering for practically all requirements in packed Medicinal and Toilet Preparations; permanent, progressive position. Full particulars first letter, 206/16, Office of this Paper.

YORKSHIRE.—Wanted, smart, young, unqualified Assistant, used to handling Medical Orders; Wholesale experience essential. 161/686, Office of this Paper.

CAN YOU SELL?—Manufacturing Chemists, established 55 years, are about to introduce to Chemists, Ironmongers and Grocers an entirely new product with big sales possibilities; liberal commission. Reply, giving particulars of lines carried and territory and trades covered, references, 161/681, Office of this Paper.

JUNIOR required (male), experienced Druggists' Sundries and slight knowledge Stock-keeping, to work in Warehouse and Stockroom. State experience and salary required to P.C.B. 9/31, Office of this Paper.

REPRESENTATIVES to carry Surama Medicated Cigarettes, Tintona Hair Dye, etc., as side line; commission only. Districts: Midlands; South Coast; West of England and Wales. Men with good connections and sales records are invited to send details of age, experience and present firms to Manager, Royal Court Manufacturing Co., 4 Chapel Court, S.E.1.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

LABORATORY MANAGER

(QUALIFIED)

Applications are invited for the above post in an old-established provincial House.

The position is one offering

Great Possibilities of Advancement

to an Alert Keen Man of Good Organising Ability, Up-to-date Knowledge of Pharmacy and Medicine, and Wide Experience in Manufacturing Pharmaceutical Preparations on a large scale.

The Directors are desirous of obtaining the services of a Qualified Man who has been under-manager in an important and up-to-date Laboratory and has sufficient confidence in his own ability to feel himself fitted to assume complete control.

Full particulars in absolute confidence to 161/683, Office of this Paper.

WHOLESALE Druggists have a vacancy on their staff for an additional Representative in London and suburbs; good position for a first-class man; previous experience essential. Apply "H." Evans Sons Lecher & Webb, Ltd., 50, Bartholomew Close, London, E.C.1.

(COLONIAL, INDIAN AND FOREIGN.)

CEYLON.—Qualified Assistant; gentlemanly appearance and address; good Counterman and Dispenser; age 22/24; single; 4 years' agreement; passage paid out and home; good salary and allowances. Full particulars, with photo if possible, and copies of testimonials, to Box N.779, c/o Willings, 133 Moorgate, E.C.2.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A.A.—QUALIFIED; tall; 24; good-class Dispensing, Counter and Photography; first-class experience and references; disengaged. 205/40, Office of this Paper.

A.—ASSISTANT; unqualified; Dispensing, Counter, Window-dressing; last post 4 years; disengaged; London preferred. "Abstainer," 63 Abbeville Road, Clapham.

A -QUALIFIED, 26, over 8 years' London, Continental and provincial experience, seeks permanency; good-class Dispensing and Counter; London only. "M.P.S.," 207/2, Office of this Paper.

A CAPABLE and fully experienced qualified Chemist; permanency or Locum; disengaged. "Chemist," 415 High Road, Leytonstone, E.11.

A LOCUM; qualified; long experience in all branches; active; excellent references; disengaged now. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maida Vale 8212.

A QUALIFIED Chemist, 25, keen, energetic, excellent Salesman, requires good position; excellent references. 126 Goldhurst Terrace, N.W.6.

A THOROUGHLY competent, qualified Manager or Locum, with wide experience; good appearance and address; height 6 ft.; age 45; at liberty. "M.P.S.," 69 Milton Road, Waterloo, Liverpool.

A DVERTISER, 25, tall, experienced, unqualified, requires post; Liverpool preferred; Part I; enthusiastic worker; excellent testimonials. 204/19, Office of this Paper.

AFTER CHRISTMAS.—Experienced, qualified lady seeks post; keen Saleswoman, good Stock-keeper, reliable Dispenser; accustomed to management. "Lady Chemist," Baschurch, Salop.

ANY firm of standing requiring services of experienced Buyer, Organiser and General Manager of good address, with exceptional references (net profits increased £544, turnover £3,000), should communicate with 204/70, Office of this Paper.

A S Locum, Relief, Assistant; good experience heavy Panel, quick Counter, Prescriber; "not registered." "G.," 130 Scott-Ellis Gardens, N.W.8.

A S Locum, Manager, etc.; temporary or permanent; disengaged; qualified; experienced all round; heavy Panel; middle-aged; active; abstainer. "M.P.S.," c/o Mr. Crick, Chemist, 122 Brayards Road, Peckham, S.E.

A S Manager; 18 years' experience; qualified; 47; good appearance and address; satisfactory references; permanency desired; disengaged. 206/40, Office of this Paper.

ASSISTANT or Locum; varied experience; unqualified; abstainer; middle-aged; expert knowledge of Surgical appliances. "G.," 4 North Hill Terrace, Tavistock Road, Plymouth.

ASSISTANT, unqualified, 21, Scot, seeks permanent post; 4 years' experience, Dispensing, Photographic, Window-dressing and Rexall; South England preferred; salary £3 5s.; disengaged January 31, 1930. "Malonyl," 202/33, Office of this Paper.

ASSISTANT, unqualified, 30, energetic and reliable, 16 years' experience, requires permanency in good-class Pharmacy. Apply M. H. Barnes, 12 Bertram Road, Hendon, N.W.4.

ASSISTANT; unqualified; 30; married; good-class and all-round experience; competent; reliable; S.W. preferred; disengaged; interview. 204/10, Office of this Paper.

ASSISTANT; 26; unqualified; experienced all departments and capable taking charge; keen business builder; first-class references; London or provinces; disengaged after Christmas; interview. Holden, 39 Romsey Road, Winchester.

ASSISTANT (lady) requires situation, Cardiff or district; experience includes Family Retail, Photographic, Dispensing, N.H.I., Window-dressing, etc.; highest references. Mathias, 2 Marlborough Road, Penylan, Cardiff.

ASSISTANT or Manager; Counter, Dispensing, Photography; energetic; unqualified; disengaged; good references. "K.," 2 Blenheim Road, East Ham, E.6.

ASSISTANT or Locum; 20 years' London experience; National Formula Dispensing; unqualified; abstainer. Fall, 105 Tottenham Lane, Hornsey, N.8.

ASSISTANT; unqualified; all-round experience (25 years town and country); disengaged; trustworthy; reliable. "Chemicus," 69 Upper Richmond Road, Putney.

ASSISTANT or Locum (unqualified); moderate salary; Dispensing, Windows, Counter, Stock, Prescribing; energetic; experienced. "Bismuth," 16 Brixton Road, S.W.9.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith, and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

ASSISTANT; unqualified; Dispenser; invest or purchase in Manchester district; view to succession. "W.," 364 Dickenson Road, Longsight, Manchester.

BIRMINGHAM.—Unqualified Assistant, 32, seeks engagement; 17 years' experience; free after Christmas; married; abstainer. "Scul," c/o 10 Hawthorn Grove, Whitmore Road, Small Heath, Birmingham.

DISPENSER.—Young lady seeks post; part time or Locum; Hall Certificate; 3 years' experience. Write P.C.B. 7/39, Office of this Paper.

FRANCIS & CO., Chemists, Wrexham, desire to recommend a Junior, age 22, experienced in Dispensing, Photography, Window-dressing, and general Chemists' routine; disengaged early in January.

INTELLIGENT youth requires Improvership; 14 months' experience. Apply "A. D.," c/o Woollons, 5 Grand Parade, Wembley Park.

JUNIOR Assistant requires post with Chemist-Optician, to commence duties after Christmas; time and opportunity required to study Optics; experience considered before salary; good references. Muskett, 71 North Street, Romford, Essex.

LADY; unqualified; energetic; accustomed to quick Counter and Dispensing business; free after Christmas. "N.," 3 Elgin Avenue, Maida Vale, W.9.

LADY, qualified, 22, seeks position in London; West-End or City preferred; six months with good London firm; anxious to gain further experience; salary £3 10s. per week, outdoors. 206/5, Office of this Paper.

LIVERPOOL AND DISTRICT.—Qualified (26) seeks progressive post as Manager or Senior Assistant; not afraid of work; experienced in all branches Retail trade; used to complete control. "B. O.," 201/22, Office of this Paper.

LIVERPOOL OR DISTRICT.—Junior; age 21; disengaged; tall; Part I; efficient in all branches; Christmas help or New Year permanency. 204/6, Office of this Paper.

LOCUM or part-time; qualified; registered R.P.U.; reliable; competent; terms moderate. "L.," 119 Fairlands Avenue, Thornton Heath.

MANAGER requires position in London or district; age 24; excellent and varied experience in Buying, Dispensing (N.H.I. and Private), Photography, Window-dressing (prize winner); good references; at present manager; disengaged December 30. "M.P.S.," 19 Lytham Road, Leicester.

MANCHESTER.—Part-time qualified Manager, 27, considerable Retail experience, shortly commencing in own small wholesale business, requires evening and Sunday work in shop; Dispensing, Counter or any capacity. Apply 206/39, Office of this Paper.

M.P.S., 24, all-round experience (at present studying Medicine), as Relief, Locum; free December 21; prefer Liverpool, Derby districts. 204/1, Office of this Paper.

M.P.S. requires berth; much experience; any locality; good Dispenser, N.H.I. and Private; good and tactful Salesman; moderate salary; accustomed to management. "M.P.S.," 205/29, Office of this Paper.

M.P.S., 23, awaiting S.M.C. examination result, seeks re-engagement in London; good-class Dispensing and Counter experience; excellent references; interview at any time. H. D. Pape, 21 Talbot Road, W.2.

M.P.S., 22, Public School boy, wishes to obtain a post (West-End preferred) to gain experience; salary a secondary consideration; at present staying in London; interview at any time. P.C.B. 9/36, Office of this Paper.

M.P.S., 26, abstainer, energetic and conscientious, seeks situation for New Year in S.W. London; excellent London experience and references; interview if desired. 25 Eardley Road, Streatham, S.W.16.

PART II Student requires situation, in or near London, during college vacation; high-class experience; good references. Mack, 33 Croydon Road, Penge, S.E.20.

PUBLIC Dispenser; M.P.S.; pensioner; elderly; active; competent; Locum or otherwise. "Londoner," 206/11, Office of this Paper.

QUALIFIED Manager; permanency or Locum; competent; reliable; over 20 years' experience, mostly West-End; disengaged after Christmas. "Pharmacist," 81 Camden Road, N.W.1.

QUALIFIED, married, requires berth where there is plenty of work; Midlands or London districts preferred; excellent references; free one month from engagement. Apply 202/27, Office of this Paper.

QUALIFIED lady seeks post as Dispenser with good-class Chemist; Bournemouth district preferred. 204/21, Office of this Paper.

QUALIFIED; disengaged; good experience, London and provinces; Locum or permanency. Orme, "Eastcot," Doods Road, Reigate.

QUALIFIED; disengaged; capable; Locum or permanency. Phone: Enfield 2317. Temperton, 101 St. Mark's Road, Enfield.

QUALIFIED, 30 years of age, 15 years' experience, 4½ years own business, desires permanency. "C.," 239 Stapleton Road, Bristol.

QUALIFIED, 24, 8 years' all-round experience, London, Manchester, etc., manager 16 months, desires sound position with prospects. 142 Cowbridge Road, Cardiff.

QUALIFIED Manager, 37, single, now disengaged, seeks post; temporary or permanent; London preferred; experienced in all branches. 186/27, Office of this Paper.

QUALIFIED lady; good Dispensing and Counter experience; disengaged January 6; London and suburbs preferred. 206/4, Office of this Paper.

QUALIFIED.—Situation as Manager sought, London area; middle-age; very active; wide experience; competent Dispenser; moderate wage; free January. Further particulars on application. 206/9, Office of this Paper.

QUALIFIED, 23, seeks position for New Year; good experience, N.H.L., Photography, Window-dressing, Counter, etc.; North-West preferred. 206/15, Office of this Paper.

QUALIFIED, experienced, middle-age, seeks permanency, preferably with view interest in business; disengaged; excellent references; Midlands preferred. 206/17, Office of this Paper.

QUALIFIED (1923); age 27; capable and trustworthy; West-End and provincial experience; emergency or permanency; London preferred. 207/3, Office of this Paper.

QUALIFIED, disengaged shortly, desires permanency; town or city; all-round experience, good-class pharmacy, London and provinces. 206/24, Office of this Paper.

RELIEF or permanency; unqualified; 23; West-End experience; obliging Counterman, capable Dispenser. Alford, 17 Church Road, Parkstone, Dorset.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

UNQUALIFIED seeks permanency; 25 years' all-round experience; abstainer. Woods, 20 Brookbridge Road, Clubmoor, Liverpool.

UNQUALIFIED desires post; 15 years' all-round experience in qualified business; last 5 years in business for self; 40 years of age; capable and energetic. Apply 204/26, Office of this Paper.

UNQUALIFIED, 25, tall and good appearance, desires situation; Dispensing, Counter, Photographic; 7 years' experience; Spa trained. Jeeves, 58 Fawnbrake Avenue, Herne Hill, S.E.24.

WINDOW-DRESSER, long experience, modern Chemists' Displays, seeks permanency. Write "Display," c/o 91 Bury Road, Rochdale, Lancs.

YOUNG, qualified Chemist, 6 years' first-class experience, good Dispenser, seeks post as Manager or Assistant; excellent references. 206/36, Office of this Paper.

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GENTLEMAN, middle-age, keen and active, with wide experience in both Wholesale and Retail, will be open for responsible position early in the New Year; personal interview given. "T. X.," 198/23, Office of this Paper.

GENTLEMAN, with sound connection in the Drug, Chemical and Allied trades, is open for an engagement; will be able to influence a fair amount of business. Replies "Chemo," 161/687, Office of this Paper.

IRELAND.—Experienced Traveller, first-rate connection Chemists, Grocers, Institutions, large Stores, is open to represent progressive house; own car; expenses and commission. 200/15, Office of this Paper.

PACKER; export and home; 15 years' experience; good references. "B.," 64 Elizabeth Road, East Ham, E.6.

SALESMAN-REPRESENTATIVE, married, educated, 34, sound London connection, 14 years' experience, Proprietaries, Packed Specialities, Drugs, with Doctors and Chemists, car driver, seeks position, New Year. "Chemicus," 206/31, Office of this Paper.

YOUNG man, with good experience of Retail Pharmacy and travelling among Chemists, desires situation as Representative with a good established firm; any lines. Dawson, 257 High Street, Ponders End, Middlesex.

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McADAM & TUCKNESS, Stock and Share Brokers and Dealers, Westminster Bank Chambers, Blackheath, London, S.E.3. Telephone: Lee Green 0081. Telegrams: McAdam, Blackheath, S.E.3. Bankers: Westminster Bank, Ltd., Blackheath, S.E.3. Shares for sale (subject):—5 Allen & Hanburys £1 6 per cent. C Prefce. 20s.; 500 Beechams Pills Defd., 3s. 9d.; 100 W. J. Bush £5 Prefce., 8s. 6d.; 300 Idris "A" Ord., 22s. 9d., c.d. 10 per cent.; 200 Imperial Chemical Ord., 28s. 3d.; 200 Lever £1 8 per cent. ref., 23s. 3d.; 300 Low Temperature (Coalite) 2s., 2s. 1½d.; 100 Vitamins (1928) Bemax Certificates 1s. shares. 4s. 4½d. Wanted: Allen & Hanburys Prefce.; Camwal Ord. and Prefce.; 2,000 Idris Debenture 64 per cent.; Wright Layman Prefce.

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